

How Meat Packer Helped to Win World War LIBRARY
Vol. 75

SEP 5 1926 No. 10
LIBRARY
WORLD WAR told
in this issue
U. S. Department of Agriculture

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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SEPTEMBER 4, 1926

THE CASING HOUSE

HOG - BEEF - SHEEP

CASINGS

BERTH. LEVI & CO., INC.
ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

Getting Rid of Flies in the Meat Plant — How to Do It

Told on
page 28



The New
"BUFFALO"

A Scientific Wonder!

The New
Self Emptying
Silent Cutter

Does Marvelous
Work
Saves 33 1/3%
Time

The Pride of our 58 years of manufacturing Sausage Machinery

The new "BUFFALO" Self Emptying Silent Cutter is now being used in 14 prominent sausage factories with wonderful success.

This wonderful machine will cut your costs and make the finest Quality of sausage.

It will do your work in 1/3 less time—a remarkable saving.

It is Fool-Proof—nothing to get out of order. Will last a life-time.

If interested, a list of prominent users will be furnished on request.

"BUFFALO" Grinders

If you are interested in a Grinder that will DOUBLE your output, eliminating all trouble, write for Catalog and list of over 100 prominent users.

Cleveland, Ohio.
August 11, 1926.

John E. Smith's Sons Co.,
50 Broadway,
Buffalo, N. Y.

Gentlemen:

We are pleased to inform you regarding your new "BUFFALO" Self Emptying Silent Cutter. We have had this machine in our plant for a little over 6 months.

We save about $\frac{1}{3}$ the time in doing our work as it cuts $\frac{1}{3}$ more sausage meat in the same length of time as could be done with our previous machine.

The Self Emptying feature from a sanitary standpoint is perfect. The operator does not have to handle the meat at all. It empties the bowl in about 15 seconds.

The machine is giving us perfect satisfaction in every respect and we will be pleased to recommend it to anyone.

Yours very truly,
The PAVELKA BROTHERS CO.
By A. Pavelka,
ABP-JH General Manager.

JOHN E. SMITH'S SONS CO.

50 Broadway,
Buffalo, N. Y.

4201 S. Halsted St.,
Chicago, Ill.

Douglas Wharf, Putney, London



Lakeshire One-Half Pound Loaf —in Attractive New Carton

Packed in Two Convenient Sizes

Five-pound loaves for cutting at the counter, and half-pound cartons for sale in the original package—all foil-wrapped for absolute cleanliness and long keeping qualities. Six delightful varieties—American, Pimento, Caraway, Brie-Denzer, Swiss and Brick.

HERE are several distinct advantages to you in selling this attractive half-pound trademarked package; (1) makes a beautiful and effective window or shelf display; (2) it saves cutting, wrapping and extra handling; (3) it identifies the product in the minds of your customers so that they call for it by name; (4) it increases your average unit-sale. Along with your five-pound loaves of Lakeshire you should by all means carry a stock of the half-pound cartons; the same wonderful cheese, with even a greater sales appeal.

Lakeshire Loaf Cheese is its own best salesman. If you will simply give your customers an opportunity to try it you will find them coming back again and again for more. They will be delighted with its rich natural cheese flavor and with its exceptional cooking qualities—cooking qualities that surpass those of any other loaf cheese of which we know. If you aren't handling Lakeshire, order a trial shipment now and try it out on this "make-good" basis.

**The Lakeshire Cheese Co.
Plymouth ~ ~ ~ ~ Wisconsin
174 Duane St., New York City**

Distributed by

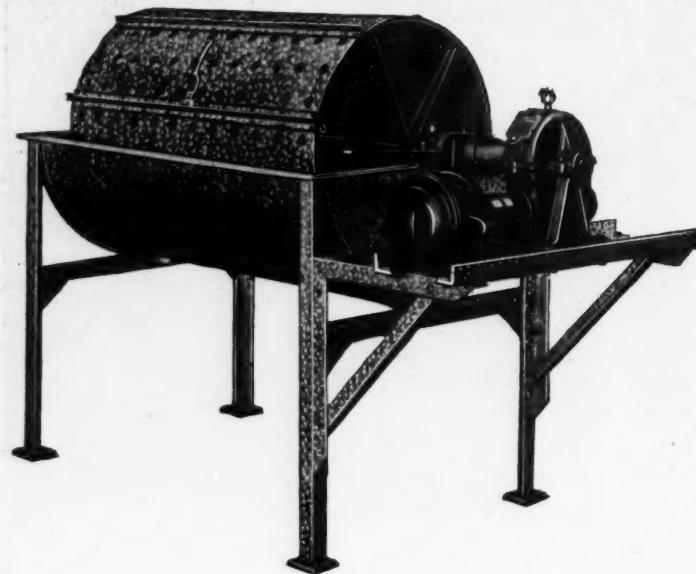
A. H. Barber & Co., Chicago, Ill.

A. D. DeLand Co., Sheboygan, Wis.

Winnebago Cheese Co., Fond du Lac, Wis.

J. H. Wheeler Co., Plymouth, Wis.

Sausage Smoke Stick Washer No. 103



Motor driven.

Also made for belt drive.

This washer requires only $\frac{3}{4}$ H.P. motor and is therefore very inexpensive to operate. Almost noiseless. The heads are of cast iron; the cylinder, 30" in diameter, is made in length to suit sticks.

Floor space, 4x7 feet.

Height, 4 feet.

Weight, 850 pounds.

Ham cloths can also be washed in this machine.

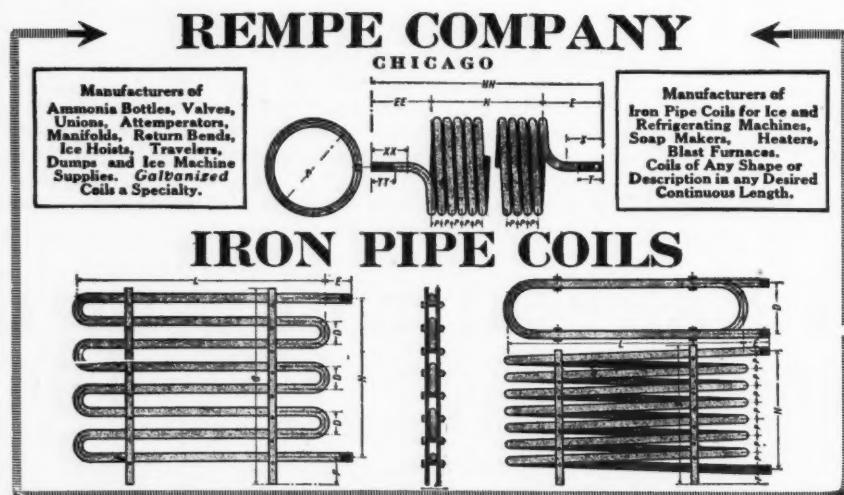
B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

Manufacturers of Equipment and Supplies for the Meat Industry

There Is a Rempe Co. Pipe Coil for every Packinghouse requirement



Address your inquiry to

Rempe Company

Sacramento Blvd.
and Carroll Ave.

Chicago, Ill.



The Highest Type of Refrigerator Car Service *at the Lowest Possible Cost*

That, in twelve words, describes the reason for the instant success of North American Refrigerator Car Leasing Service—

—the highest type of service because it places you in control of the clean, modern cars your business requires—cars designed according to latest principles, with beef rails and brine tanks; cars that reflect credit not only on the goods they protect but also on the company that produces them;

—lowest possible cost because, although you exercise control identical with ownership—you pay only for the facilities that you use. Car shortage, seasonal idleness of expensive equipment, heavy capital investment, interest, taxes, depreciation and obsolescence, all are eliminated by this clean-cut, dependable method.

Write us for copy of the folder specially prepared for packinghouse and provision shippers.

NORTH AMERICAN CAR CORPORATION
327 So. La Salle St., Chicago, Ill.


We Lease
tank Cars
too!

North American
CAR LEASING SERVICE
CHICAGO • TULSA • NEW ORLEANS

**GREASE EXTRACTION
AT
LOW
OVERALL
COST**

Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

Best & Donovan
332 South Michigan Blvd.
Chicago, Ill.

What the Leaders Are Using

The cost is small and effectiveness unsuspected

The best ventilated and air conditioned packing plants are equipped with Skinner Bros. Systems.

Remove the steam from vats and cooking processes, prevent drippage and keep the air in your plant sweet and clean.

The experience of designing and manufacturing heating, ventilating and air conditioning equipment for over a third of a century is yours for the asking.

Our engineers will gladly study your plant and recommend proper equipment. No obligation will be inferred in your asking.

Skinner Bros. Mfg. Co., Inc.

Engineers

Designers

Manufacturers

Home Office: 1436 S. Vandeventer Ave., St. Louis, Mo.
Eastern Office: 1014 Flatiron Building, New York City.
Factories at St. Louis, Mo., and Elizabeth, N. J.

Branches and Sales Offices in Principal Cities

When you write the advertiser, mention THE NATIONAL PROVISIONER

DOPP Kettles and Agitators

41 Years of Service from One DOPP Kettle!

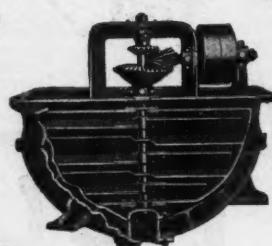
That's only one instance. We know of many in service for 35 years and longer.

Seamless and leakless—there are no joints, bolts or rivets to work loose and leak. That's why you can expect this same long time service from the DOPP Kettle you buy.

DOPP Kettles are now used by hundreds of butchers and packers all over the United States and every customer is a satisfied customer.

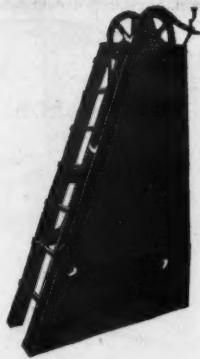
Write for catalog

Sowers Manufacturing Company
1307 Niagara St., Buffalo, N. Y.



DOPP SEAMLESS JACKETED KETTLES

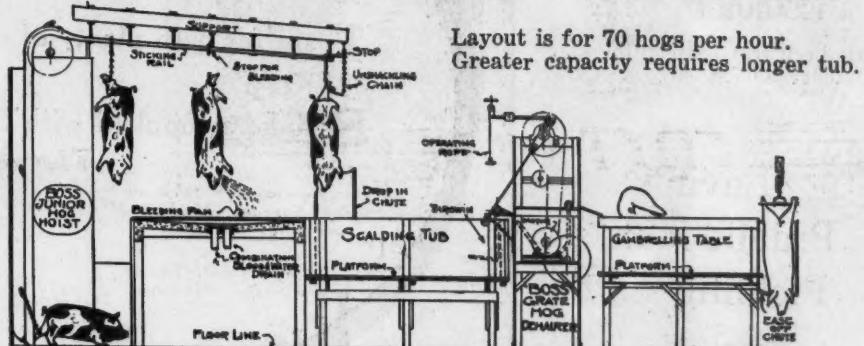
"BOSS" Senior
Jerkless
Hog Hoist



"BOSS" Hog Killing Outfits

Hoist and
Dehairers
are patented

World's fastest, most economical and efficient.
Wherever installed, are making money for their users.

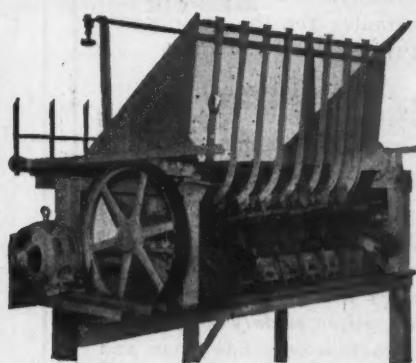
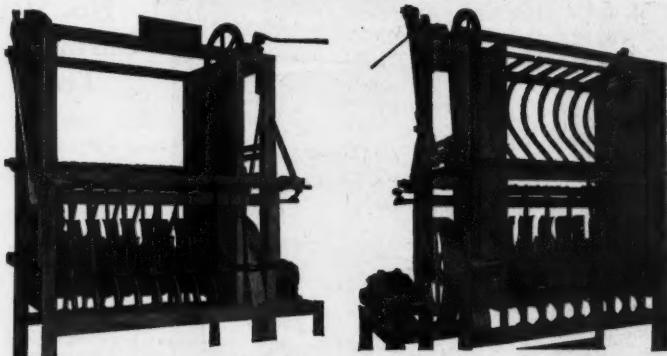


Layout is for 70 hogs per hour.
Greater capacity requires longer tub.

"BOSS" Hog Dehairers. Clean Hogs the cleanest, fastest and cheapest

Grate Style with power
Hog Throwin and Hog Throwout

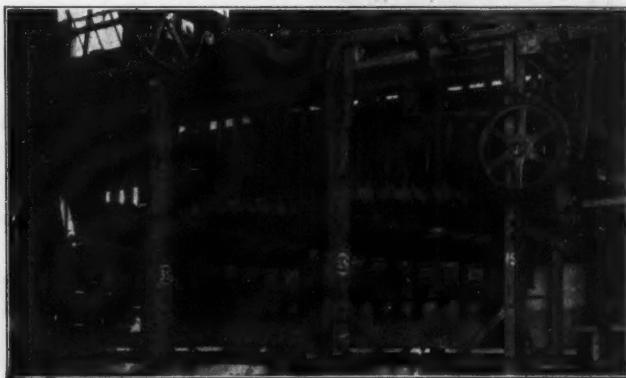
Baby Style with hand
Hog Throwin and Hog Throwout



"BOSS" U, SUPER U and JUMBO HOG DEHAIRERS

for largest capacities—up to 1,000 hogs per hour

Belt Scrapers and Bars convey hogs through machine.



Jumbo Dehairer with
Control Discharge Door



Door holds
hogs in the
machine un-
til they are
absolutely
clean.

To sell you
the Dehairer
most suit-
able for your
business,
state how
many hogs
you want to
clean per
hour and
their aver-
age weight.

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

German Imported Pickling Salt

heretofore known as
PRAGUE or HANSA

has been registered in the U. S.
Patent Office by HARRY
LAVIN, Canton, O., as

Lavin's Prague-Hansa Pickling Salt

(Application Serial No. 214,496)

and this name will be protected

It is sold in the original bags
packed and marked "Made in
Germany." The trade mark is a
guarantee for the genuineness
of this imported product.

Since its introduction many
substitutes have appeared on
the market claiming "just as
good" products.

"LAVIN'S PRAGUE-HANSA
PICKLING SALT" contains a
body of mined salt, which pos-
sesses the *quality of penetration, cures rapidly and safely*,
produces a very fine flavor and
adds to the attraction of the
product.

THE STARK PROVISION
COMPANY of CANTON,
OHIO, who use it exclusively
in curing of meats, have tripled
their production since its use.
It saves time, space and capital,
and produces for you a highly
attractive and appetizing prod-
uct.

HARRY LAVIN
Sole Agent for North
and South America

Distributed by the
**LAVIN'S PRAGUE-HANSA
SALT CO.**

Second and Carlton Sts.

PHILADELPHIA, PA.

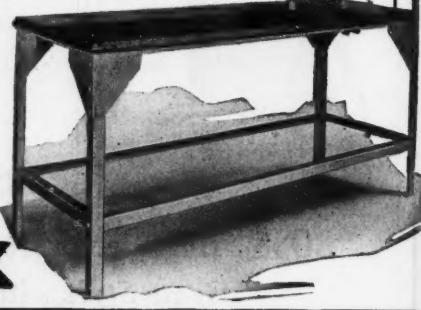
K. G. Potts, Manager of Sales



1 person at the Speedex
1 stuffer with plenty of casings—
Keep
8 linkers supplied with Sausage

Do you wonder why so many Speedex Machines are being installed?

We will gladly furnish all detailed information.



**Packers
Utility Co. (Not Inc.)**
320 Beethoven Pl., Chicago, Ill.



**No. 104
Curing Pan
Truck**

Pan size
30" x 40" x 6"
deep.

Made of No. 12
steel, welded
seams.
Galvanized.
Malleable
Wheels.

Length 48"
Width 36"
Height 50"

**The Globe
Company**
824 W. 36th St.,
Chicago

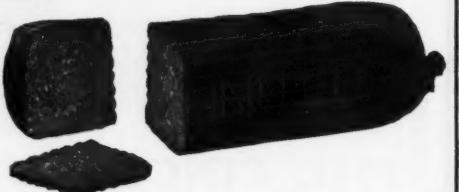


**The "United" Improved
Sausage Mold**

Mold furnished with or without letters.

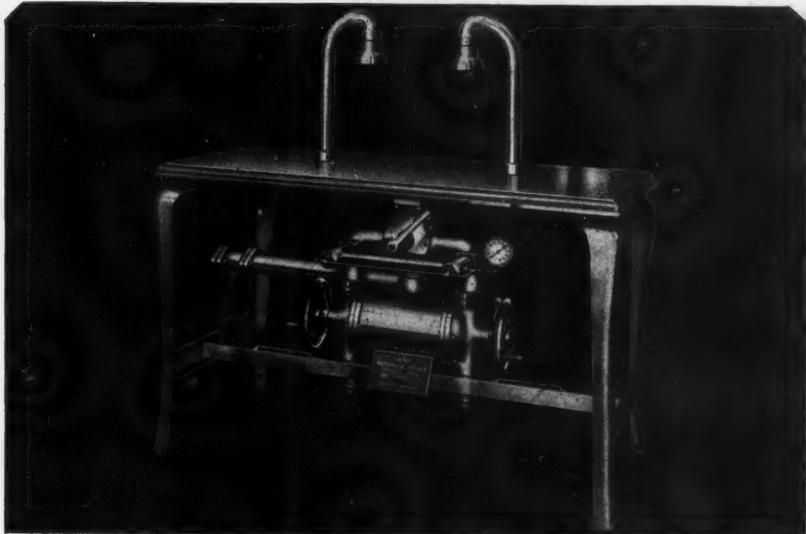
Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pins for fastening mold closed. Not necessary to tie sausages to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.



United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.

The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.



Accurate Weighing and Filling

The Lamb Automatic Weighing and Filling machine accomplishes what no other machine has ever approached. It **weighs with absolute accuracy**. The machine takes the lard or the compound from the roll and fixes its **density** and delivers an **accurately weighed volume** at a speed never before equalled by any other machine.

There is no need of guesswork as far as weighing is concerned. Your losses due to overweight can be completely **eliminated** and they will **pay** for the Lamb machine within a year. Let us show you how you can turn your lard room liabilities into assets with the Lamb Automatic Weighing and Filling machine.

Your inquiry will receive prompt attention—write today.

Special Features

1. Accuracy
2. Simplicity
3. Speed
4. Cleanliness

Lamb
CORPORATION

Seattle, Wash.
27th Ave. W. & Commodore Way

Vancouver, B. C.
570 Granville St.

The Lamb machine
can be used in fill-
ing cartons or pails
from 3 oz. to 10 lbs.
of any compressible
material.

Chicago, Ill.
Tribune Tower



Ask your Supply House for details or write us direct

The New Improved Bausman Hog Scalder

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Bausman Manufacturing Co., Millersville, Pa.

NOTHING NEW!

In the use of Calcium Chloride as a refrigeration brine medium.

It has been recognized for years that a good straight Calcium Chloride is the best and safest brine it is possible to use.

Experience requires no arguments to convince the satisfied user.

Play safe—use straight Calcium and specify

DOW 73—75% CALCIUM CHLORIDE always

"The Standard for Refrigeration"

THE DOW CHEMICAL CO.
Midland, Michigan

Branch Sales Offices:

90 West Street - New York City
2nd and Madison Sta. - St. Louis



Classified Ads are on page 67.

KRAMER

Improved

Hog Dehairing Machines

L. A. KRAMER CO.,
111 W. Jackson Blvd., Chicago



A Sturdy Long-Lived Butchers' Tub

For handling
Sausage, Fresh Meat, Tripe, etc.

Made of everlasting Virginia White Cedar, the best known wood for resisting the action of brine. Although light they are very strong and durable, being bound with electric welded wire hoops—Galvanized. Have non-breakable wrought steel handles, which are securely riveted on the tubs. The bottoms are of flush type with hard wood runners, fastened with rust proof bolts.

Can be purchased at Butcher Supply Houses.

(Size)	Number	0	00	1	2
Weight, each (lbs.)	.29	28	22	16	
Inside top diam. (in.)	.28	23 1/4	24	21 1/4	
Inside bottom diam. (in.)	.....	25 1/4	20	21 1/4	19 1/4
Inside depth (in.)	.....	13 1/4	12 1/4	11 1/4	10
Capacity in gallons	.33	22	20	15	

Richmond Cedar Works

Manufacturers for 55 years

Richmond, Virginia

A Fast Non-Stop Branding Torch The Everhot 1500-A

Packing plants need a branding torch that will operate without frequent stops for reheating. The Everhot 1500-A is just such a torch.

The fuel, gasoline, is contained in a one-gallon tank hung on a wide strap over the operator's shoulder, hung on a nail or laid on the table or floor. One filling lasts for hours. A steady flame keeps the iron at an even branding heat. The entire outfit weighs but a few pounds—very portable.

Full details on these packers' outfit gladly sent on request.



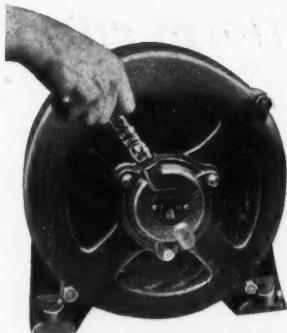
Everhot No. 1500-A is designed especially for packers.

EVERHOT
America's Brand Makers
EVERHOT
MANUFACTURING CO. MAYWOOD, ILLINOIS



*Built in sizes
1/2 to 600-hp.*

Why demand a ball-bearing motor?



Grease only once a year

FMCO Grease is supplied in tubes containing the right amount and the right kind of grease—simplifying the greasing operation, which is practically the only attention these motors require. Here is another step in which Fairbanks-Morse is taking the lead.

How do you look at motor performance? One way is to expect a motor to accomplish no more than it is technically rated to accomplish—to excuse the motor and blame the condition whenever trouble occurs. This would be the correct viewpoint if it were possible to know the exact conditions a motor must meet in actual practice.

But who can accurately forecast the torque required on a Monday morning in the winter when the driven machinery is cold and stiff? Who can anticipate the overheating in midsummer—or foretell the carelessness of operators?

In other words, who can say that there is any condition which does not *require* a liberally built, liberally rated motor?

By building a motor that is always equal to the so-called "unexpected" conditions, Fairbanks-Morse has made motor history. The F-M Motor appeals to the operator who wants uninterrupted power and isn't at all interested in reasons for failures.

FAIRBANKS, MORSE & CO., Chicago

28 branches throughout the United States at your service

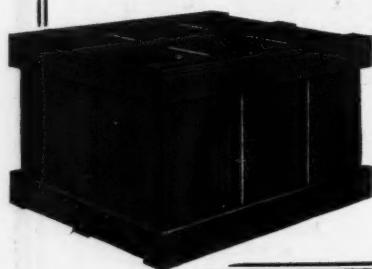
FAIRBANKS-MORSE
Pioneer Manufacturers
 or
ball bearing motors



1951

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and
we will prove to you how to save
from 25 to 40% in traffic charges.

NATIONAL BOX CO.

General Offices

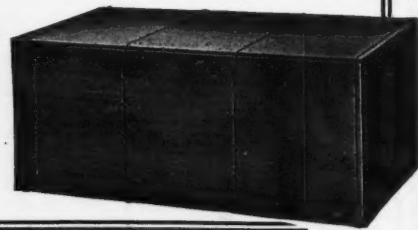
1101 W. 38th St., Chicago, Ill.

Eastern Offices:

1011 Liberty Bldg., Philadelphia, Pa.

Room No. 625—150 Nassau St., New York City

Southern Office: Natchez, Miss.



When you write the advertiser, mention THE NATIONAL PROVISIONER

Godchaux's CURING SUGAR

*Tested by the Department
of Research, Institute of
American Meat Packers*

**Try it! Test it! Once used,
it becomes your standard**

ASSURES

**Quality Product
Uniformity of Cure
Material Saving in Cost**

PRICE

in 100 lb. Bags..... \$5.20
per cwt. f.o.b. Reserve, La.
in 250 lb. Bags..... \$5.10
per cwt. f.o.b. Reserve, La.

Subject to usual sugar trade terms of
2 per cent cash discount.

*Specially prepared for the
Meat Industry in the mod-
ern Sugar Refinery of*

GODCHAUX SUGARS, INC.

Godchaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered
prices, both carloads and less than
carloads, quoted on request.

**Standard 1500-lb.
Ham Curing Casks**



Write for Prices and Delivery

Bott Bros. Mfg. Co. ILLINOIS

To insure *a mild, uniform cure*

A MAJORITY of packers of high-grade meat products, our sales records indicate, use Diamond Crystal, "The salt that's *all salt*," exclusively.

The dry, loose flakes of Diamond Crystal will not harden in the barrel. When used in meats they dissolve rapidly, penetrate thoroughly and evenly, and insure a mild, uniform cure.

We should like to prove these facts, to prove that it will pay you to use Diamond Crystal Salt—by a practical demonstration at your plant.

Diamond Crystal Salt Co.

St. Clair, Michigan

Since 1887, makers of

*"The Salt that's *all Salt*."*

Diamond Crystal Salt

How Do You Cook Your Corned Beef?



C.B.7—Capacity 12 pounds
C.B.5—Capacity 15 pounds



Product

The C. B. 7 for Corned Beef Splits constructed of cast aluminum, with yielding spring pressure.

Produces a superior product heretofore unequalled in flavor and appearance.

Reduces shrinkage considerably over other methods, thus paying for itself in a short while.

Its appetizing appearance and wonderful flavor insure large profitable sales.

There is no waste. It is sliceable from the first cut to the last, and each slice is just the size desired for sandwich or cold meat serving purposes.

By far, it surpasses any like product now upon the market.

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory—Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

Canadian Representative: Gould, Shapely & Muir Co., Ltd., Brantford, Ont.

Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 $\frac{1}{4}$ ", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

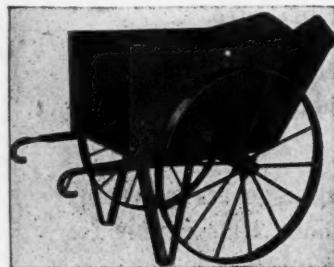
chopper. Distance from ring to floor is 26 $\frac{1}{2}$ in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.

No. 3



TANK CHARGING CART NO. 27

Watertight, round-nose truck of heavy gauge galvanized steel. Easy to clean. Mounted on 40" dia., 3" face steel wheels.

OVERALL DIMENSIONS

	Length	Width	Depth	Weight
Task	60"	29"	22"	
Truck	74"	45"	51"	350 lbs.

MARKET FORGE CO.
EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog



Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National
Carton Company
Joliet, Ill.

Cotton Costs Less than Casings

and our sanitary, clean Sausage Bags for Bolognas, Luncheon Rolls and Minced Ham cost less and look better.

May we submit samples?

Central Bag & Burlap Co.

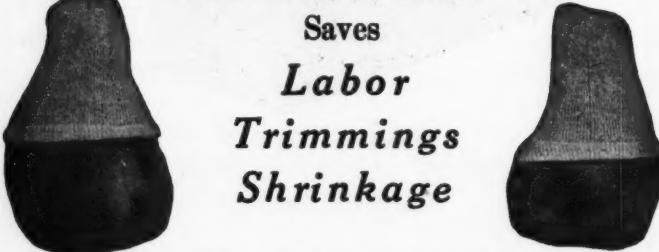
Importers and Manufacturers

4523 S. Western Blvd. Chicago, Ill.

Bags for fertilizer, tankage, beef, pork, and mutton; also Ham and Bacon Slips, Barrel Tops, Sheetings, Beef and Butter Cloth, Wrapping Burlap, etc.

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,718.



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

516 East 28th Street, Chicago, Ill. Telephone Calumet 0349

Sheep Casings

Strictly
Selected

Carefully
Graded

South American
New Zealand
Australian
Mongolian
Russian

*Cleaning plants located in all principal
killing centers of the world*

ESTABLISHED 1853

THE BRECHT COMPANY

NEW YORK

HAMBURG

BUENOS AIRES

ST. LOUIS

Complies with
B. A. I. Requirements

REX-BRAND

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda Prompt Shipment

STAUFFER CHEMICAL CO.
452 LEXINGTON AVE., NEW YORK CITY
CHICAGO OFFICE: 111 W. WASHINGTON ST.

SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIFORNIA



CASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City
Tel: Whitehall 7916-7917-7918

Cleaners and Importers Sheep
and Hog Casings

E. E. SCHWITZKE, Pres.

THE DRODEL CO., Inc.

Import Sausage Casings Export
336 Johnson Ave. Brooklyn, N. Y.

J. H. BERG CASING CO.

Importers Sausage Casings Exporters
946 W. 33rd St. Chicago, Ill.

M. ETTLINGER & CO., Inc.

Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand
Established 1902 12 COENTIES SLIP, NEW YORK

Cudahy's Selected Sausage Casings

CAREFULLY
CLEANED

UNIFORMLY
SELECTED

The Cudahy Packing Co. U.S.A. III W. MONROE ST. CHICAGO, ILL.



When you
think of
Baskets
THINK
OF



LIGHTEST STRONGEST
BEST
A. Backus, Jr. & Sons
DEPT. N.
DETROIT, MICH.

Sewed Casings Exclusively

National Specialty Co.

F. M. Ward, Pres.
61 E. 32nd St. Chicago, Ill.

Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers
CHICAGO, ILLINOIS

WANTED
TANKAGE—All Grades
GEO. H. JACKLE
40 Rector St. New York

The Irish Casing Co.

Manufacturers, exporters, importers
Sausage Casings
Arbour Hill, Dublin, Ireland
Sheep Casings a Specialty

BEEF, HAM and SHEEP BAGS

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The H-S Superior Stuffer Piston completely overcomes these defects. Mr. Packer, let us prove it to you in your present stuffer that our piston is leak-proof and will descend instantly upon the release of the air or water pressure.

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Piston to do what we claim for it, and guarantee our packing for two years, provided your stuffer wall is not scored.

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"For example," he continued, "yesterday we had to run one of our electric elevators after quittin' time in order to get a shipment off. This elevator has a five horsepower motor. In order to run that motor took what we had to do:

"To keep a high-priced engineer here.

"To keep a fireman here.

"To run a 150 horsepower engine.

"To run a big dynamo.

"Not to speak of screws, worn wheels and electrical trap.

"And besides all this expense we had to keep our wires full of juice at high tension all through the plant when no one was around—and that is more or less dangerous.

"Now if we had your elevators we could run any time without turning a wheel, and without fireman or engineer and the saving would be immense, for we often have to run after hours."

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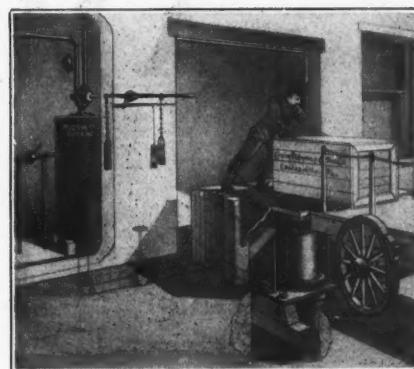
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Southwark Curb Presses can be furnished in capacities ranging from 150 to 1,130 tons.

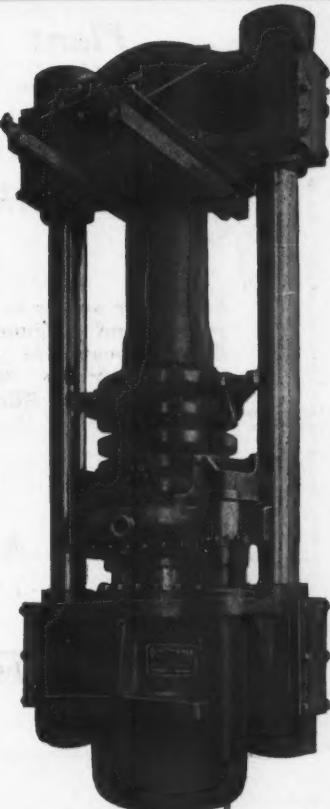
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 10

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

The part played by the American hog producer and the American meat packer in helping to win the World War has never been told.

Most people think it was money, men and guns that did it. The part played by food is seldom considered. And—of all foods—meats and fats were the most vital to the fighting efficiency of the armies.

When the war was won, both victor and vanquished in the war regions had to be fed. This was a problem almost as acute as the other, and more difficult because of political elements which complicated it.

Story of the Hog Is Told.

The story of the American hog and the importance of the meats and fats he produced, the cooperation of the producer and the packing industry in making these products available, and the struggle of the war-time Food Administrator, Herbert Hoover, in marketing these products at an adequate price in fairness to those who had made large investments that meats and fats might be available in abundance, has been told by Dr. Frank M. Surface in his new book, "American Pork Production in the World War." (A. W. Shaw Co., Chicago and New York.)

Dr. Surface was economic adviser to the Food Administrator during this period. He had an unusual opportunity to observe the entire situation, from the time American farmers were encouraged to increase their hog herds to the ultimate efforts of the Food Administrator, at the close of the war, to see that the farmer received a square deal.

A hitherto unwritten chapter in the history of the Armistice days, in which the work of the U. S. Food Administration under Herbert Hoover played such an important part, is now revealed in this book.

Packer's Part in the Drama.

The packer's part in this economic drama also is told. But as the main

theme is pork production, many of the details of the packing end of the story are not covered, and THE NATIONAL PROVISIONER takes occasion here to summarize them, as a preliminary to the rehearsal of Dr. Surface's story.

The American packer played an important part in winning the World War by furnishing meat—one of the three vitally important foodstuffs—for the allied armies as well as the civilian populations.

While the 50 or more packers participating in the business of supplying meat for the armies and the Allies were bending their best efforts in this direction, the balance of the industry was furnishing meats and fats for domestic consumption.

Thus the packing industry not only

Packers' War Record

The American packers have an enviable war record.

The Government called on them to contribute billions of pounds of meat to feed the armies and the civilians, at home and abroad.

They operated their plants day and night, many on 24-hour schedule.

They kept great stocks of meats and fats on hand, so that huge orders could be filled on short notice.

They borrowed hundreds of millions of dollars to conduct their operations.

They contributed scores of their executives and operating force to the service in the field and at headquarters.

They labored under many handicaps, but they never failed. They met every emergency.

Theirs was "a service of which American business may well be proud," says the author.

supplied this much-needed food for consumers in the United States, but furnished great quantities to the allied armies and manufactured nearly half of that supplied to civilians abroad.

The fighting men were well fed. They had plenty of bacon and beef and fats of all description. An undernourished enemy found it impossible to cope with them successfully.

To keep the armies in this "fed-up" condition, which had such an important bearing upon military results, a constant stream of meat products had to be sent overseas.

Packers Pushed to the Limit.

Packers expanded their plants in every direction to meet the great demand made on them for meat. Labor forces were practically doubled. Hundreds of millions of dollars were borrowed to carry on the work, plants operating night and day without interruption. Orders from the government and the Allies ran into billions of pounds—trainloads of meat daily.

American meat made a long journey from the farms and stock ranges to the battle line in Northern France and elsewhere. The prompt arrival of supplies of fresh and frozen meat at regular intervals and in sufficient quantities to satisfy the healthy appetites of the soldiers was one of the important factors in winning the war.

Stock raisers were aroused to the necessity of increasing production, animals were slaughtered under rigid government inspection, the meat was sent to the seaboard in refrigerator cars, loaded on ships and landed at some French port, where it was placed in cold storage warehouses until it could be shipped in refrigerator cars to the consumers.

Experts Drafted from the Industry.

At every point in the meat's journey it was under the direct supervision of cold storage and meat experts, practically all of whom were drafted from the expert forces of the

packing industry. These men not only supervised the handling and shipping of the meat under refrigeration, but they planned, built and operated more than a score of cold storage warehouses in France.

Through the packers' cooperation with the Food Administration during the period of enormous demand, the American hog producer was paid a high price for his animals, a steady and ample production was insured, and a generous supply of meats and fats was guaranteed to the Allies.

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The following summary begins the story:

Pork in the World War

"Raising pigs on a corn-belt farm, or packing pork products in a Chicago abattoir, may seem commonplace and far removed from the shell-swept trenches of Flanders, but it will be our purpose in this little volume to show something of the relation between these activities," says the author.

"The story of the part played in these great events by the plain American hog—of how our surplus pork production was handled; of the almost insuperable obstacles that were overcome in one of the hardest-fought battles ever waged to protect the American farmer, is not without interest. Without it we would have had a debacle in agriculture without parallel, and we would have seen a vast challdron of starvation in Europe."

Great Problems Presented.

"During that stirring period of the war the public mind was concentrated upon the drama of armies. And, but for the secondary question of food conservation, there was and is but little public understanding of the vast economic and political problems which underlay the war-time food supply of the world.

"Here, undoubtedly, was the greatest emergency in the world's food supply and the greatest problem in economic strategy ever presented in the history of mankind.

"The solution of these stupendous problems required single-headed direction; it required tactics and strategy akin to those of the commanding generals upon the Western front; there were scores of millions who must be fed if we were to win the war, and they had to be fed at once. To do this, supplies had to be created immediately, not after months or years of parley and conferences.

Where Food Supplies Came From.

"The European Allies were always dependent upon overseas sources for much of their bread-stuffs, for fodder for their animals, and for some margin of their fats, meats and sugar. Before the war, a dominant portion of these products came from Russia and some came from territories later occupied by the enemy or cut off by opposing armies. A further large portion came from India and the Southern Hemisphere, South Africa, Argentina, Australia, and the tropics.

"With the depletion of the man-power of the Allies, their domestic production decreased greatly. With the inroads of the submarine, the far distant sources had to be abandoned; with the need of ships to transport the American Army these sources had to be curtailed still further.

"In the last stages before America en-



HERBERT HOOVER

Who as Food Administrator during and after the war faced and met the gravest problems of that period.

tered the war, the Allies drove frantically against the United States and Canada for supplies. To protect themselves from mounting prices they organized their buying into a single hand in an endeavor to dominate the markets.

"But they had paid no regard to agricultural economics in the Western Hemisphere, and were swiftly destroying their remaining sources.

No Regard to Economics.

"One incident of this frantic drive was the attempt to maintain their animals. They were making huge drafts upon our fodders, and at the same time holding down the price of animal products by controlled buying of our exports.

"As a result, they distorted relative prices so that the American farmer could better sell his fodder and cease growing animals. Thus our production of animals rapidly decreased. Upon the top of this came the failure of our wheat crop in 1917, when we produced barely enough for our own supply.

"In this situation we entered the war. The problems confronting the newly established Food Administration were manifold.

"It had fundamentally to secure an increase in production and a decrease in consumption not only to bring exports up to the pre-war normal of around 6,000,000 tons of food per year, but to actually increase this rate to upwards of 20,000,000 tons annually—if America was to replace the inaccessible markets and to keep the Allied populations in health and courage and their armies fed."

What Food Administration Had to Do.

"But to do this, the distortion in demands had to be smoothed out, the Allied supplies had to be shifted directly to animal products instead of fodder, even at the cost of their own animal herds—for it meant a greater total by the use of American agriculture and it meant less ships by more concentrated food.

"The Food Administration had to set up price levels that would be just, and that would stimulate American and Canadian farmers; it had to secure a decrease in consumption, and to create agencies that would eliminate the vast speculation and profiteering by middlemen then in progress, and it had to create a vast sense of service in production, of denial in consumption, with a rigid elimination of waste.

"And then all of this vast mass of food material must be bought, transported to the ports, and shipped overseas with never failing regularity, and it had to be started at once."

Price Control Put Up to Packer.

The Food Administration lacked funds and authority to control meat prices as bread grains were controlled.

The burden of price control was placed on the packer. He was asked to maintain a 13 to 1 ratio, paying for good butcher hogs per hundred pounds live weight the equivalent of the price of 13 bushels of No. 2 corn at Chicago. The minimum price level to be maintained for good hogs was \$16.00, and the average price for packers' droves at Chicago was \$15.50.

This the packers agreed to do. In return, the Food Administration canvassed all buyers, including the Allied buying agencies, the Army, the Navy, the Marine Corps, the American Red Cross, and similar large consumers.

How It Was Done.

Each buyer submitted his needs for the coming month, and these needs were distributed among the 50 or more packers participating in export business. The effort was to make the price paid by each of the buying agencies sufficient to enable the packers to maintain the price of hogs agreed upon.

Arrangements were made with the War Trade Board by which applications for all export licenses for pork and pork products to Europe had attached a certificate indicating that the products had been sold at a price approved by the Food Administration.

In all of these arrangements provision was made by which the price paid for products was reflected to the farmer in the price he received for his hogs.

Packers Profits Were Limited.

Packers were placed under "strict license" regulations, to avoid any possibility of the industry taking more than a "legitimate profit" for the part it performed. Arrangements were made to increase the price the producer would receive for his hogs some 112 percent, because he had been urged to increase production for patriotic reasons, and to license meat packers as a condition of their doing business after November 1, 1917. Among the regulations prescribed for licensed meat packers were those designed to limit their profits to a "fair and reasonable return."

All packers, except what then were the five large packers, were permitted to earn an annual profit equal to 2½ per cent of their total annual sales. The profits of the five large packers were not to exceed 9 per cent on the average capital required in that part of their business concerned with livestock slaughtering and meats.

The larger packers' profits actually worked out considerably below the 9 per cent permitted.

Difficulties of De-Control.

Food Administration control of the packing industry and of hog prices was maintained until March, 1919. Many difficulties were encountered, particularly after the signing of the Armistice, in disposing

(Continued on page 32.)

What the Institute is Doing this Week

Plans for the Convention Program Show Many Big Men Will Speak Regional Meetings to Come First

CONVENTION PROGRAM PLANS.

Arrangements for the twenty-first annual convention of the Institute of American Meat Packers, which will be held on October 25, 26, and 27, at Chicago, are progressing with great rapidity, and already give promise of a program of unusual excellence. This is indicated by the following important developments during the last few days:

F. Edson White, President of Armour and Company and a leading figure in the American meat packing industry, has accepted an invitation to address the coming convention of the Institute on the outlook for the pork end of the packing industry.

Two cabinet officers of the United States have tentatively accepted invitations to address the convention on subjects of interest.

Lester Armour, Vice President of Armour and Company, has consented to serve as Chairman of the Committee on Banquet and Entertainment, which will have charge of entertainment features for the annual convention of the Institute.

In view of the position which Armour and Company occupies in the meat packing industry and the importance which packing bears to agriculture and to industry generally, it is believed that Mr. White's address will attract wide attention.

Several other nationally-known speakers will appear on the program of the packers' convention, and will discuss various phases of agriculture and of the meat packing industry.

Practical Topics at Convention.

Plans concerning those phases of the convention program which relate more directly to the packing industry and its problems are progressing rapidly.

At the convention sessions on Monday afternoon and Tuesday, October 25 and 26, attention will be paid to organization,

operating, merchandising and accounting problems, in addition to the outlook for agriculture generally and for the meat packing industry, and also to development and training.

A symposium on "The Modern Packing-house of 1930" will be a feature of one of the sessions.

The session on Monday morning will be devoted to the Institute and the industry. At this time the President of the Institute will address the convention, and the Executive Vice President and the Treasurer will make their reports.

Plans are being made for entertainment features of unusual attractiveness. If arrangements already under way can be brought to completion, the round of activities planned for both men and women is sure to be outstanding. Definite announcements will be made within a few days.

Sectional Meetings of Value.

As during the two years previous, sectional meetings will be held on the Friday and Saturday preceding the convention. Among the meetings scheduled for October 22 and 23 will be these:

Operating Section and Engineering and Construction Section, a joint session with an attendance undoubtedly running up into the hundreds.

Sales and Advertising and Credits and Collections Sections, which also will meet in joint session.

Chemical Section.

Purchasing Section.

Traffic Section.



DELIVERY TRUCK BODIES.

First plans for the standardization of delivery truck bodies were taken up September 2 at a meeting of the Sub-Committee on Standardization of Truck Bodies of the Institute's Committee on Packing-house Practice and Research. W. H. Kammert is Chairman of the Sub-Committee. Specifications for 2-ton bodies are to be considered first.

PACKERS' REGIONAL MEETINGS.

Attractive programs have been announced for the meeting of the Institute's Regional Chairmen in Chicago, September 10, and for the four regional meetings which will be held during the week of September 13 and later in Cleveland, Philadelphia, Louisville, and Austin, Minn.

Convention plans, the domestic trade situation, the export situation and accounting problems will be discussed by various well-known packers at the Chicago meeting.

At the other meetings officials of the Institute will explain convention plans and attractions, and members of the Institute staff will discuss the services available from the service departments of that organization. All Institute members are invited to attend the meeting which is nearest to their plant.

Meeting at Chicago.

At the Chicago meeting the discussion of the export situation will be presented under the auspices of the Committee on Foreign Relations and Trade, of which Charles E. Herrick is Chairman. The speakers, all of whom have been abroad this summer, and the countries which they will cover, will be as follows:

1. Central Europe and Denmark, Lester Armour.
2. England, Scotland and Wales, Robert Mair.
3. Ireland, C. J. Roberts.
4. France and Belgium, Jay C. Hormel.
5. Italy, John W. Rath.

Interesting developments are promised in the accounting discussions, which will be held under the auspices of the Committee on Accounting, of which J. H. Bliss is chairman. George L. Franklin will talk on "A New Kind of Hog Test," and a member of the committee will discuss "Inventory Profits." Both subjects should give the packers present some new ideas.

The meeting will be held at 2:30 p. m. in the Institute offices at Chicago.

(Continued on page 26.)



JOHN A. HAWKINSON
Who will preside at the meeting in Chicago
on Sept. 10.



C. M. ALDRICH
Who will preside at the meeting in Austin,
Minn., on Sept. 21.



S. T. NASH
Who will preside at the meeting in Cleve-
land on Sept. 13.

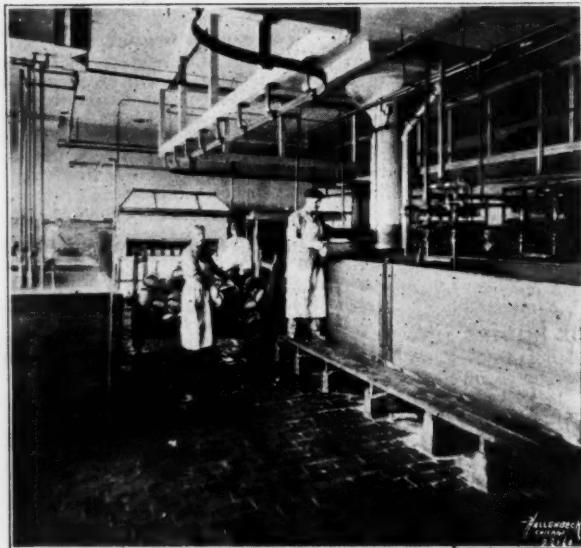
PACKERS WHO WILL PRESIDE AT SEPTEMBER REGIONAL MEETINGS.



CHOPPERS, GRINDERS AND MIXERS.



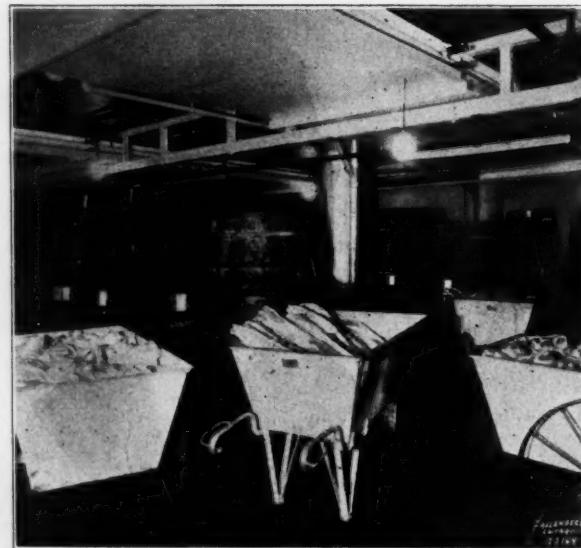
SAUSAGE STUFFING AND HAM FATTING DEPARTMENTS.



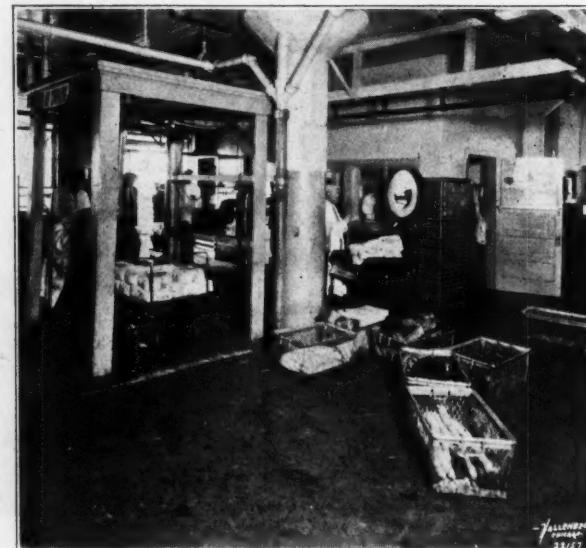
SAUSAGE AND BOILED HAM COOKERS.



SMOKED MEAT HANGING AND WRAPPING ROOM.



SECTION OF THE CURING CELLAR.



A CORNER OF THE SHIPPING ROOM.

Some Views of the Fine New Plant of the Mutual Sausage Company, Chicago.

Where Quality Sausage is Made

Excellent Design and Modern Equipment Feature New Plant Of Chicago Sausage Maker

II — Mutual Sausage Company, Chicago

[EDITOR'S NOTE.—This is the second of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing modern American sausage plants, their lay-out and their operations.]

It has been said repeatedly that the sausage manufacturer who makes a high-grade product in a clean, sanitary manner, and sells it for a fair price, will run into very few difficulties in building a prosperous and permanent business.

The manufacturer who makes his sausage "down" to a price, however, soon finds it doesn't pay. The public likes quality in sausage, and is willing to pay a good price for it.

Quality Sausage Builds Big Business.

A good example of what a reputation for quality will do for a manufacturer is the new, up-to-date plant of the Mutual Sausage Company at 3247-61 W. 47th street, Chicago.

This splendid new plant, which has a capacity of around 250,000 lbs. per week, was formally opened on April 11, 1926, with a public open house. It is one of the best-arranged and best-equipped sausage plants in the country.

The first thing that strikes the eye of the visitor is the unusually attractive exterior. The two-story and basement brick and concrete structure harmonizes with others in the vicinity, and is a credit to its occupants.

Plant Well Laid Out.

Meats received at the plant for the manufacture of sausage are taken to the top floor. And from here the product has a continuous forward movement, and does not have to "double back" on itself in any of its operations.

Salt brine for pickle is made in the basement, near the salt storage room, and is pumped to the third floor through a series of sponges placed in wire containers, which help to take out impurities. When it reaches the brine tank on the second floor the sugar and saltpeter is added, and it is mixed by air. Brine coils immersed in the tank keep the finished pickle cool.

Meats for making sausage are placed in cure on the second floor and are held in the cooler there until ready for grinding. The cooler, which is cooled by brine spray, is located in the center of the room, convenient to grinders, hashers, etc. The cooler will hold 75,000 lbs. of meat in cure at one time.

Clean and Sanitary Surroundings.

The entire second floor is extremely light and airy, being lighted with unusually large windows. It is finished in sanitary glazed brick and white enamel, with brick floor, making it very easy to keep clean.

After the meats are cured they are

taken to the grinders, choppers and mixers. There are two complete sets of these, one of which is usually held in reserve for accidents.

The stuffing benches, also located on this floor, are made of non-rusting monel



WM. H. GAUSSELIN,
Secretary, Mutual Sausage Co., and Chairman of the Sausage Committee of the Institute of American Meat Packers.

metal, and have removable boards which facilitate cleaning.

On the same floor is the cooking apparatus, consisting of two revolving bake ovens for veal loaves, etc., 11 cook vats and two hot water cook boxes of the type described in a recent issue of THE NATIONAL PROVISIONER. An enclosed shower into

which the cages are run after coming out of the cook boxes is also a feature here.

By this system the frankfurts or other sausage cooked in this manner is not touched by hand from the time it leaves the stuffing bench until it is packed for shipment. The whole cage is run from the stuffing bench into the smoke house, then into the cooker and the shower, and from there to the packing cooler.

Fans Carry off Steam Clouds.

The clouds of steam which are usually present in a room filled with cook vats and boxes are carried off quickly with a ventilating fan system, which is said to keep the room clear even in the coldest weather.

The smokehouses are in a separate part of the building, yet they are convenient to all operations. There are four smoke houses, each two stories high, two of which are gas fired and two burning kerosene.

The first floor is given over to packing cooler, storage cooler, sharp freezer, shipping room, smoked meat storage, loading dock, dressing rooms and office.

Daylight Wrapping Cooler.

The packing or wrapping cooler has natural daylight, and is located near the shipping room. The sharp freezer is not now being used as such, but is utilized at cooler temperature for the storage of lard.

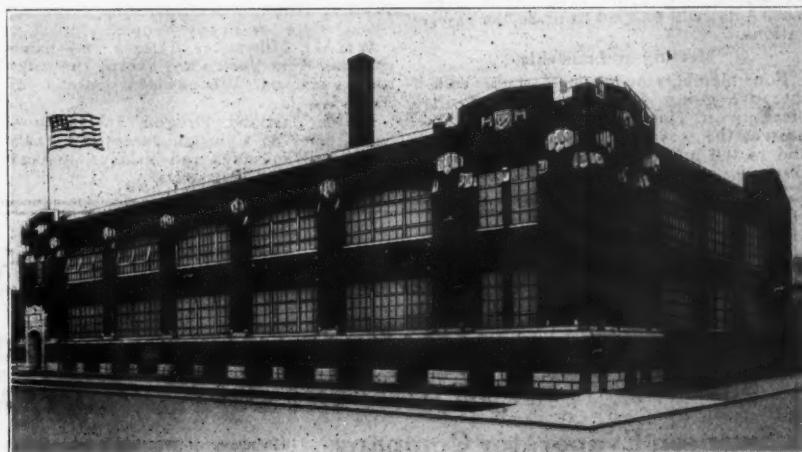
The storage cooler has a capacity of 140 cages of sausage, which are brought down from the cookers on the floor above. A boiled ham and pork sausage cooler is also located on this floor, and is kept at a temperature of around 34 deg., thus assuring a firm and well-kept product.

Brine spray is used throughout the plant for cooling, except in the sharp freezer and, of course, in the coils in the pickle tank on the second floor. In these places direct expansion coils are used.

Aluminum Paint for Coolers.

All cooler walls, ceilings and posts are painted with aluminum paint, which Superintendent W. J. Graham declares to be "great stuff." Even in the coolers used

(Continued on page 28.)



EXTERIOR VIEW OF MUTUAL SAUSAGE PLANT.

This shows the very good-looking plant occupied by the Mutual Sausage Company. It is not only pleasing in design, but also harmonizes with other buildings in its neighborhood.

PACKERS' REGIONAL MEETINGS.

(Continued from page 23.)

Meeting at Cleveland.

The Cleveland meeting will be held at the Hotel Hollenden on Monday, September 13, 1926. There will be a morning and an afternoon session, with a luncheon between sessions. The morning session will begin at 10:30, at which time the following members of the staff of the Institute will explain the services of their departments: Norman Draper, Washington representative; C. Robert Moulton, Director, Department of Nutrition; Wesley Hardenbergh, Director, Department of Public Relations and Trade. At the afternoon session the following men from the Institute will speak: Oscar G. Mayer, President; W. W. Woods, Executive Vice President; W. Lee Lewis, Director, Department of Scientific Research.

Mr. Mayer will discuss, in general, the status of the packing industry and the aims and activities of the Institute. Dr. Lewis has some very interesting data on new curing methods to present, as well as other important developments. He will also be glad to answer questions on any scientific problems on which packers are experiencing difficulty in their plants.

The Philadelphia Meeting.

The Philadelphia meeting will be held at the Manufacturers' Club on Tuesday, September 14. The morning session will begin at 10 a. m., Philadelphia daylight saving time (9 a. m. Eastern standard time). At this session, Mr. Mayer will tell of the general purposes and activities of the Institute, and of the present status of the packing industry. Mr. Hardenbergh and Dr. Moulton also will talk at this session. Following these presentations there will be general discussion from the floor.

There will be a luncheon session at 12:30 p. m.

In the afternoon there will be a trip to the Sesqui-Centennial, where the members will have an opportunity to inspect the exhibit of the packing industry which is on display there. This exhibit, which is being operated by the Institute of American Meat Packers, some of its member companies, the National Live Stock and Meat Board and the Bureau of Animal Industry of the United States Department of Agriculture, is well worth seeing and has been the subject of favorable comment from visitors to the Sesqui. Taxicabs will be available for the trip to the Sesqui-Centennial at \$1.00 per person.

New York packers will be interested to know that the Pennsylvania Railroad Company will put on a special Pullman for the accommodation of those members who desire to attend the Philadelphia meeting. Pendleton Dudley, 34 Pine Street, New York City, will be glad to make the reservations.

Meeting at Louisville.

Four members of the staff of the Institute are going down to the Louisville meeting on Thursday, September 23, to present the services of their departments and to tell members how they may avail themselves increasingly of these services.

Those present from the Institute will be: W. W. Woods, Executive Vice President; W. Lee Lewis, Director of the Department of Scientific Research; Miss Gudrun Carlson, Director of the Department of Home Economics; John C. Cutting, Director of the Department of Retail Merchandising.

Northwestern Meeting.

President Oscar G. Mayer and H. R. Davison, Director of the Department of Waste Elimination and Live Stock, will attend the meeting at Austin on Tuesday, September 21, and will tell packers in the Northwest what the Institute is offering its members in the way of services.

PACKER JUBILEE BUTTONS.

Every person who has been employed in the packing industry for 25 years or more is entitled to receive one of the Silver Jubilee buttons which the Institute awards each year at its annual convention in recognition of loyal service. To those veterans who have completed fifty years of service in the industry the Institute will give Gold Jubilee buttons.

Both the silver and the gold buttons will be of the same form and type as those which have been presented in previous years, so that those who already have received emblems should not be listed for this year's presentation.

To be eligible for Jubilee buttons, a person need not have been continuously employed in the industry or employed by only one company during the entire period. So long as his total period of service equals 25 or 50 years, he will be eligible.

Names of those eligible should reach the Institute by or before October 1.

SEPT. RADIO PROGRAM.

Following are the titles and dates of the Institute's September radio program from four stations:

KYW, Chicago, 5:15 p. m.—Sept. 2, A September Morn Breakfast; Sept. 9, Meat Meals For Labor Daze; Sept. 13, Hunches for School Lunches; Sept. 16, A Sunday Dinner from Deviled Ham; Sept. 20, Dress Up a Meal With Skirt Steak; Sept. 23, Real Meals From Veal; Sept. 27, Give Hubby Pork Spareribs; Sept. 30, Spiced Beef For Peppy People.

WJZ, New York City, 4:25 p. m.—Sept. 2, A September Morn Breakfast; Sept. 9, Hunches For School Lunches; Sept. 16, Dress Up a Meal With Skirt Steak; Sept. 23, Give Hubby Pork Spareribs; Sept. 30, Spiced Beef For Peppy People.

WHAD, Milwaukee, 11:15 a. m.—Same titles as New York City, except the talks are given on Wednesdays instead of Thursdays.

KGW, Portland, Oregon, 3:30 p. m.—Same titles as Chicago, except the talks are given Tuesdays and Fridays, instead of Monday and Thursdays.

FOREIGN TRADE NEWS.

The following items of interest to packers' foreign departments are given at the suggestion of the Committee on Foreign Relations and Trade, of which Mr. Charles E. Herrick is Chairman:

BRITISH BAR CONTINENTAL MEATS.

Information from Great Britain points to a continuance of the embargo against the importation of fresh and uncured frozen meat products from Continental Europe. Fully cured bacon and hams were, it will be recalled, among the exceptions made to the embargo. An amendment to the British meat embargo order, effective October first, defines fully-cured bacon and ham as that pumped with brine pressure eighty pounds or more per square inch, subsequently soaked in brine or dry salted at least four days, or as wet salted or dry salted at least ten days.

In connection with the British embargo on fresh meats, attention is called to the fact that in 1925 Holland supplied Great Britain with 800,000 cwt. of 112 pounds, or about 80 per cent of the total importation of fresh pork.

BULGARIAN BACON EXPORT MONOPOLY.

One of the most beneficial results for Bulgaria anticipated from the monopoly for the manufacture of bacon and other pork products for export from Bulgaria granted to the Bulgarian Development Company, Ltd., is that it will entail the establishment of a regular line of steamers between Bulgaria and Great Britain by which certain Bulgarian products will find an outlet on the British market, the terms of the contract requiring the provision for the purpose of at least four new and suitable steamers at a cost of £300,000. A further £100,000 is to be spent by the company on the refrigerating depots, suitable sites for which will be provided by the Bulgarian government free of cost.

The concessionary company further undertakes that it will within the next three months establish in London a company with a share capital of £500,000. The Bulgarian government will participate in this company to the amount of £140,000. The company will be exempt from all taxation, not only in respect of bacon and other pork foodstuffs for export, but also in respect of beef, mutton, and other meats so far as they are for export.

MISUSE OF AMERICAN CONTAINERS.

Official inquiries have been made, at the instance of the Committee on Foreign Relations and Trade, in several countries to see if there exists much substitution of native products in American containers, particularly of such goods as lard. From the replies received, it would appear that the practice is by no means so widespread as it had first appeared. The latest returns are from Greece, Peru, Havana, Porto Rico, and Paris. In none of these cases has there been any complaint registered with officials.

DUTCH LARD REGULATION.

The Dutch government recently extended the meat inspection to include

(Continued on page 48.)

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on

problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

September 4, 1926.

THE NATIONAL PROVISIONER

27

THE
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Meat Packers

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promptly.If there is any delay, please save the
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to you by the carrier, and send it to THE
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Beef and Cattle Prices

Complaint comes from fat cattle sections that corn-feds have been selling on the market for weeks at prices that are losing money for the feeders. The feeling has been expressed in some quarters that packers could help the situation if they would. There is even some impression that beef is higher in spite of the fact that cattle are lower than a year ago.

The situation of the cattle feeder is generally the same as that of the packer. The beef business keeps each busy in seeing that they do not lose money on it.

The packer has no opportunity to hold his beef for a week or a month for better prices. It is perishable and must move. If it can't move at a profit, it must go anyway. Wholesale prices of beef this year have been lower than last on the same grades.

At some of the principal markets there have been record receipts of cattle. During the last three months there has been a surplus of 60,000 to 100,000 cattle a month at the eleven principal markets, compared with the receipts for last year, and most of these cattle showed the results of feed. The production of corn-fed beef has been so great that it could not move into the higher-priced trade channels, and the condition has been reflected immediately in the live cattle market.

Many of the fed cattle have been of heavy weight, and have suffered an additional price penalty. Consumer demand has turned from the heavy beef to the lighter weight good cuts. Heavy fat cattle find their outlet almost exclusively in the hotel, club and resort trade. As soon as this is satisfied the sales force has difficulty in disposing of heavy prime beef to advantage.

The packer cannot pay the price for weighty cattle just because the feeder has a heavy investment in them. For a long time the trend of the market has been toward well-finished little cattle, and regardless of the quality and finish of heavy steers, they have been outsold by the younger, lighter weights.

So heavy has the penalty been on weighty steers, and so attractive the premium on prime little cattle, that the trend is likely to swing too far in the production of the small stuff, with heavyweights so scarce that they will command a premium in order to supply even the limited demand for this grade of beef.

The blame for the market fluctuation is too often laid at the door of the packer.

Instead, one major fault lies with the producer in the way the market is fed with the raw product. The other difficulty is changing consumer demand, over which

the packer has little control. He can do his best in the way of salesmanship, but this will not always help a glutted market.

The problem is an economic one, the practical solution of which is not yet in sight. The packer is the middleman, who can contribute his share to its solution. But the fundamental influences lie beyond his reach.

Profitable Waste Saving

Some forward steps have been made in the elimination of waste in hog production. For many years hog producers have gone on their way raising pigs on the basis of the survival of the fittest, and giving no thought to reducing costs of production.

Now forward-looking producers try to raise as many pigs per litter as possible. They choose sows that produce large litters and that are good mothers. They begin taking care of the pigs before they are born by feeding the sows proper rations. They take extra care of the sow at farrowing time to see that no pigs are lost and that she is in the best condition possible to take care of her litter.

The pigs are well fed from the time they are born. If one sow can not take care of all of her pigs they are parcelled out to sows having smaller litters, or fed by hand. As soon as they are weaned their rapid growing and fattening process begins. They are ready for market at six months. Feeding pigs until they are eight or ten months old is regarded as waste. The feed consumed in the additional two or four months is fed to other pigs to come to market at six months of age.

Such hog producers take care of their little pigs so that there is no danger of worm infestation which results in "runty" or dead pigs. There is no place in their scheme of production for loss.

As an example of economical hog production, one farmer recently marketed 54 pigs at 5 months of age, averaging 200 lbs. in weight. At the time these pigs were marketed the sows farrowed new litters, totalling approximately the same number, to be ready for market within the next six months.

Hog production on such a scale requires more attention than hit-or-miss production that results in small litters ready for market in 8 to 10 months. It is hog production on a business basis—such a basis as industry must operate on if it is to exist, meet competition, and realize a margin.

Anything that packers can do to spread this gospel of improved methods in hog production will be a contribution to the national program of waste elimination. In addition, it brings them direct returns in a higher quality raw product.

PRACTICAL POINTS FOR THE TRADE

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Getting Rid of Flies

Flies about a packing plant are not only annoying, but are unsanitary. Every packer wants to keep this nuisance to a minimum. A Southern packer writes as follows regarding the trouble he is having with this pest:

Editor The National Provisioner:

We are having considerable trouble keeping the flies away from our plant. We have our plant and offices completely screened, and we cannot understand how the flies are continually getting in and causing us considerable annoyance.

Can you supply us with a remedy for this?

The inquirer complains of trouble with flies in his plant and office, both of which are carefully screened. He asks for suggestions to overcome the difficulty.

It is of first importance to see that there are no breeding places for flies, such as garbage, manure piles, etc. The premises surrounding the plant must be kept scrupulously clean.

Fly traps can be placed about the building, and especially close to doors that are opened frequently. It has also been found of advantage to point a fan at the entrance to the rooms that contain material attracting flies, so that the air current will blow them out as they attempt to enter the room.

Darkening Rooms.—In some cases darkening the room has helped to get rid of flies. In one plant where this idea was put into practice in a smoked meat hanging room excellent results were secured. In this case the screens were dispensed with, except on the doors, and window shades provided for all the windows. These shades were pulled down on the majority of the windows, only one or two on the sunny side of the room being left up, and the windows wide open.

The flies would leave the dark room and fly to the light open space and out of the building. This department benefited by this plan to the extent of having practically no flies in the room, and less skippered meat than ever before.

Fly Paper.—After the flies once have got into the plant or office, there should be a generous use of sticky fly paper. The janitor's spare moments during the day can be devoted to removing the paper when it is full of flies and replacing it with fresh paper. Care must be taken that the paper is secured so that it will not blow on to product or furnishings, and so that there is no danger of anything being laid on it.

Poison.—Poison bait is also used. The best "poisoned bait," according to the Institute of American Meat Packers, is formaldehyde in milk, using 2 tablespoons of formaldehyde to a pint of a mixture of equal parts of milk and water. This should be placed in a flat dish on a sponge or piece of bread. Molasses and water, containing about 8 per cent formaldehyde, also is satisfactory.

Sanitation.—The premises should be kept to a very high standard of cleanliness. There should be no unclean re-

ceptacles left close to the building which will attract flies.

For the sake of convenience, departments will often roll empty barrels that contained meat outside the building, and leave them there until the end of the day's business, and then transfer them to their final location. This condition breeds flies; such receptacles should be taken away at once, and placed where flies do not have easy access to them.

Windows should be washed frequently and kept clean. In fact, the whole interior of the plant should be "hosed down" and kept in a strictly clean condition.

Fumigation.—Every now and then it is a good plan to close the windows and doors of certain buildings tight and burn sulphur, by placing a sufficient quantity over hot coals in an iron container set up on bricks, so that there is no danger of fire. This will fumigate the room in which the sulphur is burned, and eliminate a great deal of danger of the skipper fly nuisance.

Fly Traps.—In making fly traps, the idea is to attract the flies into a screened cage, going through a passage the entrance to which is large and the exit small.

A window trap can be made and so placed that it will catch the flies as they try to enter the building; a garbage trap which catches the flies that have already entered the garbage can; and the manure box trap, which catches flies which have bred in infested manure.

The bait used may consist of food or

odors attractive to the flies. Light is the bait in the case of traps on manure boxes.

A fly trap commonly used about packing houses is the conical trap, which consists of a screen cylinder with a frame made of barrel hoops, inside and at the bottom of which is inserted a screen cone. The material necessary for this trap consists of four new or second-hand wooden barrel hoops, one barrel head, four laths, 10 ft. of strips, 61 inches of 12-mesh galvanized screening 24 in. wide for the sides of the trap and 41 in. of screening 26 in. wide for the cone and door, an ounce of carpet tacks and two turn buttons which may be made of wood. The height of the cylinder is 24 in., diameter 18 in., height of cone 22 in. and 18 in. in diameter at the base.

Thoroughly clean premises inside and out, well screened, and the generous use of fly traps, should result in a scarcity of flies in and around a packing plant and office.

MODERN SAUSAGE PLANT.

(Continued from page 25.)

for curing, with the consequent great amount of moisture in the air, the walls and ceilings are dry.

The brine storage tank for the salt brine used in the cooling system is located in the basement. This room is also used as storage space for the few hundred pounds of ice the company buys to use in grinding its meats.

In the basement also are two ice machines, a 75 H. P. boiler which is used to heat the building and to furnish steam where needed in the processing of sausage, the coal, salt and hardwood sawdust storage, beef casing storage, curing cellar, storage space, etc.

Also Render Lard.

A lard rendering tank is also installed. Fats are hashed on the second floor and fed into the kettle, where they are rendered out. The rendered lard drops into the settling tank below, from which it is filled into containers. The cracklings are sold to a local renderer and maker of fertilizers.

Dressing rooms for both men and women are another feature of this up-to-date plant. Each is equipped with individual steel lockers, sanitary individual towels, etc., and is kept neat and clean.

Another interesting thing is the fact that each kind of pipe throughout the plant is painted a different color. For instance, water pipes are one color, air pipes another, etc. This enables the mechanic to tell just what pipes he is working with at all times.

All floors are concrete except in the stuffing room, which is made of brick set in concrete.

Officers of the Company.

The stock of the company is held by 14 persons, with the following officers: John Lhotka, president; Anton Schrack, vice-president; W. H. Gausselein, secretary and treasurer.

The plant is under the personal supervision of Mr. Gausselein, who is one of the foremost sausage men in the country. He is chairman of the Committee on Sausage of the Institute of American Meat Packers and is a leader in the Chicago Sausage Manufacturers' Association. In the management of the plant he is very ably assisted by his superintendent, W. J. Graham, who is well-known throughout the trade.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 2c stamp.

When Boiled Hams Crumble

Crumbling of boiled hams is not an uncommon difficulty. But it is one that is troublesome to the retailer and to the packer who manufactures the hams.

This crumbling often occurs even when the greatest care is taken to see that the hams are used at strictly cured age, and that they are not injured in handling after they are boiled.

A Southern packer has been having difficulty with crumbling. He says:

Editor The National Provisioner:

We have had some trouble lately in regard to our boiled hams falling apart. I understand that some of the packers are re-pressing their hams after they come out of the boiler, and would appreciate some definite advice from you as to just how they are handling them.

The inquirer complains of his boiled hams falling apart when they are sliced.

One important matter in connection with boiled hams is to be sure that the cylinders are of the proper size, and that the hams are placed in the press in a shapely manner. It is not uncommon for ham boilers to change the average of hams going to the boiling room, and then overlook the fact that they do not have the proper ham retainers to accommodate the hams.

If the hams are laid in the cylinders or in the ham molds wrong, when they are pressed they are forced into another shape, and their binding qualities are apt to be damaged.

It is not uncommon for concerns using ham containers operated by hand power to give them another notch or two when removing from the cooking vat. This must be done before delivering to the cooler to chill, and the added pressure must be given in a very careful manner. The hams are still warm, and the pressure improves the binding qualities if this work is not handled roughly.

Right Kind of Ham Boners.

Another reason for unsatisfactory results with boiled hams often comes with an increase in business. It is always difficult to find competent ham boners, and the practice is not uncommon to draw men from the killing or cutting gangs to help the boiled ham boners take care of their extra orders.

Men of this description, even though they are good knife men at their regular work, very often mutilate the hams. Furthermore, they do not take the interest in boning hams that a regular ham boner will who works at this business the year round. They are simply there to fill in their time, and too often complaints arise on the finished product.

The best way to overcome this trouble is to anticipate increased business at this season of the year. If the regular boning gang cannot handle it during the regular working hours, it would be far better to pay overtime and allow the regular boners to work as long as agreeable to them, so that as much of the work as possible can be handled by men experienced in this work.



What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

More About Scales

You've got to keep right at it!

Even after you've put in the best scales, and located them properly, and taught your scalers how to use them correctly—you still aren't done!

Then is when you have to begin to think about *keeping* the scales in the "pink of condition."

And that's another story! It will appear in an early issue of THE NATIONAL PROVISIONER. Watch for it.

WATCH FOR CREDIT CROOKS.

Prompt payment on a first order is often the first step in misleading merchants before the perpetration of a commercial fraud. J. H. Tregoe, executive manager of the National Association of Credit Men, said in making public a confidential investigation report that recently resulted in the sentence of J. J. Rafferty to a year in the federal penitentiary.

"This is another of a number of cases the association has investigated in which the motor truck figures as an aid to credit crooks," Mr. Tregoe said. "To cover their tracks in spiriting away merchandise they had not paid for, Rafferty and his lieutenant, Meier, used a truck from out-of-town, which they repainted every few days and changed the firm names on the sides, as well as the drivers and helpers. They failed to change the license plates, however; and our investigators, posing as truckmen, were able to follow the movements of the truck and to recover much merchandise."

The scheme used was to order supplies and make exceptionally prompt payments on these first orders. Then these concerns were used as references for other orders, whereby in a short time the concern managed to obtain a quarter of a million dollars' worth of merchandise. Almost as soon as this merchandise was received it was removed from the premises, and later sold below the wholesale cost in order for the principals in the business to obtain cash. The company worked its game so successfully that it actually induced a creditor to whom it owed considerable money to furnish good credit reference.

Buying and Testing Sausage Casings

How many pounds of sausage meat do you lose a week through defective casings?

Do you know how to buy casings?

And when they arrive, do you know how to test them?

Full directions and practical hints on buying and testing sheep, hog and beef casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

USE THIS EXPERT.

When a salesman representing a responsible concern visits you, use him if you can. He will prove himself valuable to you.

He may not be the same all-around packinghouse expert you are. But if he sells oils, for instance, the chances are a thousand to one he knows more about oils than you do, and if you will give him an opportunity he will save much money for you.

One executive, for example, states that he is now "handing over the supervision of various details of the plant to the same number of expert salesmen." In that way he has more time to devote to managing the plant. The oil salesman has cut his lubricating costs in half. Furnace repair costs have been reduced 15 per cent. Packing costs have been cut 30 per cent. And so have belting and other costs.

Most equipment salesmen are substantial, solid, practical men, who know their specialty from the ground up. Before they are allowed to go out and sell for a reputable concern they are thoroughly schooled. They must know their competitors' products as well as their own.

They must understand the application of their product to all industries. A purely theoretical salesman cannot get anywhere; he must be "practical." Most of the salesmen of today have been mechanics, engineers, or men with a good solid technical backing.

Therefore, when these salesmen happen along, it usually pays to give them a hearing. If you are already doing the best that can be done, a high-grade salesman representing a high-grade house will not "pester" you, but will be on his way.

However it is always well to bear in mind that there are very few conditions that cannot be improved. Opportunities for saving and making money always exist.

LAMB SUPPLIES LARGER.

Supplies of western lambs available during the last four months of 1926 are materially larger than last year, according to a report issued by the U. S. Department of Agriculture. A survey of the situation in the different states indicates that the total movement of lambs to markets and direct to feed lots this fall may exceed that of last year by upwards of 15 per cent.

The Western lamb crop this year was estimated at over two million head larger than last year. While the marketings of early lambs were larger than last year, they were not increased proportionately to the increased size of the crop. This was due to the smaller movement of early Californias, which carried a much smaller proportion of fat lambs this year than usual.

The states which showed the largest increase in lamb crops this year were those that do not produce many early lambs and the bulk of whose lambs are feeders. Marketings from those states do not usually commence in volume until after September 1. Hence the increase in supplies is to be expected after that date.



*today's
package
successes*

are the result of planned sales effort and carefully chosen packages. Packaged foods are more easily and successfully merchandised than are products sold in bulk. Gain national prominence for your sausage meat — use the KLEEN KUP—The well known food products, those with a nation-wide distribution and continued repeat sales are sold in packages. Make your sausage meat tomorrow's package success by packing it in the

KLEEN KUP

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That Sells Its Contents*

Our package artists are anxious to create distinctive package decorations for your exclusive use. Write for information.

Mono Service Co.
NEWARK NEW JERSEY

A Page for the Packer Salesman

Diplomacy or Weakness? Sales Executive Does Not Favor Too Much Pussyfooting

Here is a sales executive who has one of the best-working forces of packer salesmen in the industry. He does not believe in being afraid of the customer who has not paid his bill.

Referring to the letter of a sales manager who favored getting the order before presenting the statement, for fear of offending the customer, he says:

Editor The National Provisioner:

I read the article you spoke about in THE NATIONAL PROVISIONER of August 14th, under the heading of "Diplomatic Salesmen."

I am not given to criticising the other fellow's ideas, but I can't help but draw the comparison in my mind as to the attitude taken by this representative as compared with how most of the packing industry buy their live stock.

Does the commission man have to linger around waiting for his check, as this salesman says, to give his customer a gentle reminder?

My private opinion, for your information, is that this attitude only weakens our structure, and it certainly does not help us in any way, shape or form.

A man buys goods morally bound to pay for them in line with the purchase price and on time. It is rather hard to think that many men of the industry have to suffer because weak, spineless representatives have to give a gentle hint by hanging around the dealer's store after he has taken an order.

Our policy is to get your money before you sell, and we are not losing any trade by it, either!

Yours very truly,
SALES MANAGER.

Credit-Sales Cooperation

Commenting on the fact that credit and sales departments must work close together for best results, a credit executive associated with a national packer says that his department is receiving good support from the sales force, and this is resulting in a minimum of collection losses.

He says that some of the outstanding salesmen of his company like to sell before they collect, but that the company requires no uniformity in the practice followed by the sales force.

He writes as follows:

Editor THE NATIONAL PROVISIONER:

We are frank to admit there is no uniformity, as near as we have ever been able to determine, in the effort of our salesmen. It all depends very greatly upon the ability of the salesman, coupled up with his personality and the personality of the customer.

Some of our outstanding salesmen have informed us in the past that they always liked to collect before starting to sell, because of the psychological fact that a customer whose account is paid up can be handled from a selling standpoint much more advantageously.

Working under the theory that the majority of our customers fully intend to pay us, it should work out satisfactorily either way. But experience has taught us there are worlds of customers who are of limited financial responsibility, and who naturally must seek avenues of additional capital by being able to stall off certain of their creditors from time to time.

They All Pull Together.

If we were to make an estimate, we would say the probabilities are that the majority of our salesmen sell before they collect, and we feel in many instances these salesmen have more difficulty collecting than the man who through temperament and acquaintance with customers is able to collect from his trade before attempting to sell.

We are quite agreed with you that it is essential that credit and sales departments work very closely to obtain the best results, and with each year find that we are accomplishing much in dissipating the old impression that a good salesman cannot be a good collector.

We find it just the reverse. We are getting greater support from our salesmen all the time, which makes for maximum business, minimum losses and a much happier relationship.

Yours truly,
CREDIT MANAGER.

No Hard and Fast Rule

There can be no hard and fast rule to be followed in making collections, is the opinion of an Eastern credit manager, who writes as follows regarding the practice of his company in making collections:

Editor THE NATIONAL PROVISIONER:

It is our object to increase sales volume, taking a reasonable risk with the object of collecting promptly, by Wednesday of each week covering preceding week's purchases. This pertains to city business and suburban territories, of course.

In my opinion there can be no hard and fast ruling with regard to collections. In some instances a forceful, firm method of collection is necessary; in other cases it is necessary to use a method of persuasion, as the temperament of customers varies, some being more sensitive than others.

It is our idea, however, to get the money each week, and make it quite plain when the account is opened that our terms are "weekly," thus educating the customer in our way of doing business. And it usually eliminates a good deal of uncertainty later in our dealings.

Yours truly,
EASTERN CREDIT MANAGER.

The Believer Gets Results by Having Faith in Himself and His House

Sell yourself on your product, and you'll be able to sell your trade.

Know your product, have faith in it and in your house, and you'll have no trouble in selling it.

It's the doubter and the fault-finder who are the weak sister and the poor salesman.

FAITH works in business as well as in religion.

Here is a little sermon on Faith by a packinghouse salesman who is a faithful reader of this page. He says:

Mr. Packer Salesman:

Have you ever noticed that the man who is at the top is always a believer in what he has to sell, or what he has to do?

And have you ever noticed that the bird who is always squawking about the quality of the goods he is selling, or the rotten service his house is rendering, or who believes his competitors always have a better price than he has, is always down at the bottom of the list, or is looking for a job?

One of the prime requisites for success is to first get thoroughly acquainted with the product you have to sell, and then BELIEVE in it so hard that it is second nature for you to convince anyone and everyone that you have the goods and that you can deliver.

Think this over, you packinghouse salesmen, and try a little of it with your daily work.

WILLIAM MATHEWS.
Los Angeles, Calif., Aug. 5.

REAL SALESMANSHIP.

"Salesmanship is a great game, but you got to have the personality," said the man in the window corner seat of the smoker. "I just sold \$125,000 worth of gravy ladies to an Omaha hotel company, and now I'm going to be made a vice-president of our concern and get a nice fat bonus as well."

"That's good," said his vis-a-vis. "I'm always glad to see a fellow doing well. I sold half a million dollars' worth in my line this trip. Now I'm going to retire and see the world. Guess I'll do Rome and Paris first."

"Excuse me, gents," apologized the passenger in the corner near the cuspidor. "I want to tell you what is real honest-to-god salesmanship, like as what I got to know in my business; which I tell you now is just a small retail, good-as-new, mifit parlor, second-hand garments on Hester Street; maybe you know the place, already, eh?"

"Well, last week she come to me, Mrs. Eikelstein, what her husband died of being killed by an automobile, and she says she's a widow but that Eikelstein wasn't much good; but all the same, if she gets it cheap, she likes maybe to buy a new suit for to bury him in."

"Well, gents, I tell you I sells her the extra pair of pants with that suit. Now, that's what I calls salesmanship!"—Exchange.

Packer in World War

(Continued from page 21.)

of the war production of pork products and lard.

The Food Administrator immediately endeavored to open trade with the enemy and neutral countries, not only to help supply much-needed fats and meats, but to aid in making an outlet for American pork products.

Allied food officials defaulted in carrying out their programs with the American hog producer in the closing months of 1918, and cancelled many of their orders for pork products. Some of these cancellations, particularly those made by the British, were attributed to the attitude of United States Treasury officials toward further loans to the Allies for reconstruction purposes.

British Blocked the Effort.

The Food Administrator made determined efforts not only to have the Allied countries maintain their orders for much needed food, but to be permitted to send food products to enemy and neutral countries.

The obligations of the British Government to assist in liquidating the American pork situation were pointed out and insisted upon, but all efforts were doomed to failure. Not until March, 1919, were blockade restrictions relaxed, and the German market opened to American pork.

"During the two months following the Armistice, in which Mr. Hoover had earnestly endeavored to secure an agreement with the Allies upon some plan of cooperation acceptable to the American Government, the food situation in the liberated countries had become more and more desperate," says the author.

"During this period also the situation in the American market had reached a crisis. At the end of December the Allies had refused to open the blockade and the British had canceled all orders for pork. But it was not until near the middle of January that the Allies finally participated in the American proposal for the organization of the relief work and that Mr. Hoover was actually made Director General of Relief.

"Even then the Allied governments were either unable or unwilling to furnish any immediate material assistance in financing the relief work, and the first burden of it had to be carried by the Americans. However, the definite agreement by the Allies upon a plan of action, and the establishment of the Supreme Council of Supply and Relief, enabled the American representatives to go ahead with certain phases of this work which had been impossible until this agreement was reached."

To Protect Hog Values.

It had been the understanding between the representatives of agriculture and the Food Administration that for pigs farrowed in the spring of 1918 the Food Administration would attempt, as far as its control of government and allied buying would permit, to maintain the price of live hogs at Chicago at \$17.50 per hundred-weight, or at some other equitable price to be determined from month to month by joint conferences with the producers.

The major portion of these hogs would be marketed in all probability by March, 1919. The Food Administration therefore felt if it could maintain the price until the latter part of March, it would have dis-

charged the moral obligation of the government to the hog producers.

The proposal of Mr. Hoover was that both the Allies and the United States remove all government control, at the same time opening up completely the neutral and enemy markets. He knew that the demand for pork in these markets was so great that there would be no difficulty in maintaining the American price.

Mr. Hoover Foresaw Effects.

The Food Administrator contended that withdrawal of American control must be contingent upon the withdrawal of government buying control by the Allies, as the plan for government control of foreign selling had been set up to counteract the effect of consolidated government buying by the Allies.

Without this American producers and packers would have been at the mercy of the Allied buyers in case a surplus developed. Consolidated control of selling could only be removed when consolidated

buying was withdrawn and an open and free market established.

Much pressure was brought to bear on government officials and the Food Administration to release pork products from government control, as the price was so high as to be unfair to the consumer. On February 26, 1919, the War Trade Board voted to discontinue the requirement of food administration certificates on export shipments of pork products after March 1, and on March 3 the President refused to request the War Trade Board to reconsider or rescind its action. This, of course, ended the controversy, and decontrol took place on March 6, 1919.

Speculation Followed De-Control.

The effect of this decontrol was immediately reflected in a world-wide speculation in pork products. Prices of hogs rose rapidly to an average of \$21.85 during July, 1919, and heavy hogs averaged \$22.23 in the same month.

This record rise in hog prices occurred after the bulk of the hogs had been marketed. The rise was due largely to speculation, much of it world-wide in extent, and was caused by the then unknown conditions in Europe. The food needs of Central Europe were vast, but consumers had no money with which to purchase food.

This latter fact was not realized by exporters in other countries, and the severe losses suffered in the latter part of 1919 were due in large measure to this cause.

Commenting on this situation, the author says:

Saw Their Mistake Too Late.

"The disillusionment on this score and the severe losses suffered by food exporters to Europe in the latter part of 1919 were largely responsible for the slump in hog prices. Had the Food Administration been able to carry out its plan of price stabilization through March, it would have covered the entire period of heavy hog marketing, and would have allowed additional time for the ascertainment of the facts by American exporters, regarding the limitations of the European market. It is quite possible that this would, in a large measure, have prevented the excessive speculation; and without the extensive rise in price in the summer of 1919 the disastrous slump in the fall of that year, bringing hog prices as low as \$12 in December, might have been avoided."

The author pays the following tribute to the service rendered by the American packing industry during the period of world strife:

Tribute to American Packers.

"Attention has been called to the fact that the plan for stabilizing the price of hogs depended upon the cooperation of the packers as one link in the chain. It is only fair to state that, throughout the whole period of stabilization, the Food Administration had full and fine cooperation from this industry. There were many times when the packers, both large and small, were carrying excessive stocks of high-priced products at great risk to themselves.

"From the point of view of sound business operations alone the packers might have been warranted in breaking away from their voluntary agreement. But, urged by the Food Administration, they continued to maintain hog prices. In doing this they, together with thousands of other business concerns, acted from patriotic motives in the common interest of winning the war."

"This was a service of which American business may well be proud."

[Review of this story of the American livestock and meat industry in the World War and after it will continue in later issues of THE NATIONAL PROVISIONER.]

Steps in the Story

Action taken to increase hog production in the early years of the War.

Voluntary agreements between packers, Food Administration and buyers of pork products.

Packers' margins controlled, license regulations, and methods of limiting packers' profits.

Efforts made to secure an adequate supply of hogs at the lowest feasible price.

Control of buying guaranteed an outlet to packer and a profit for the producer.

Cost of producing hogs determined.

Production increased and hog prices maintained.

Difficulties encountered in price control.

The Armistice and the plan to open world markets to pork products.

Crisis in the American pork market.

Attempts to dispose of surplus pork.

Opposition by French to opening of blockade so that pork products could enter enemy and neutral countries.

How the German market was finally opened for American pork.

World-wide speculation, due in part to long-continued blockade of Europe.

Pork for the liberated countries.

Demand for removal of government control of the meat industry made by trade bodies.

Price stabilization and its advantage to hog producers.

What American food meant to Europe in 1919.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Steadier—Less Pressure—Cash Lard Firmer—Hog Movement Fair.

The provision market has been considerably firmer with a better demand in evidence and some lessening in the pressure. The buying has not been active, but there has been an absence of selling and this has brought about a somewhat better feeling in the general market.

The situation is showing some evidence that the long downward swing in prices has culminated or has reached the point where there is resistance and a more confident feeling regarding the general underlining conditions.

Lard and Ribs Higher.

The improvement in the market has brought about a gain of about $\frac{1}{2}$ c a lb. from the low level on lard and a slight improvement in ribs.

The movement of hogs is fairly liberal. There is a little better demand in evidence, partly due to the steadier tone in products. Receipts are running in excess of last year and there is some belief that the conditions have improved enough in the cash and distributing to warrant a somewhat better tone in hogs.

Export Movement Slow.

Export interest in the market is not changed to any extent. There is a small outward movement but the total shipments are still small and the conditions reported from the other side do not point to any particular change in the demand for the fall, although any considerable advance in prices might have a restraining effect on the outward movement.

The statistical report of the U. S. Bureau of Agricultural Economics shows for the six months a beef production of 132,000,000 lbs. in excess of last year; veal 6,000,000 lbs. more; pork 102,000,000 lbs. less and mutton 16,000,000 lbs. more. The fact that the total production of all kinds of beef products exceeded last year for the six months indicates pretty strongly that the consumption in the country is increasing steadily.

The report for six months shows the following totals:

	3 year average.	1925.	1926.
Inspectors altr.			
Cattle	4,330,326	4,450,577	4,704,650
Calves	2,466,267	2,658,980	2,645,202
Av. drd. wt.			
Cattle	526.28	525.64	527.00
Calves, lbs.	92.96	93.54	96.74
Tl. drd. wt. (carcass, not incl. condemned)			
Beef, lbs.	2,257,417,618	2,320,518,687	2,452,377,111
Veal, lbs.	227,767,722	249,825,500	255,061,130
Ins. altr. hogs	26,260,336	23,070,249	21,079,107
Av. drd. wt.	171.22	168.57	183.28
Tl. drd. wt. (carcass, not incl. condemned)	4,469,570,721	3,947,580,362	3,845,100,761
Lard per cwt.			
live weight.	16.82	15.85	16.85
Ins. altr. sheep and lamb.	5,736,547	5,870,249	6,223,479
Av. drd. wt.	39.44	39.74	39.90
Tl. drd. wt. (carcass, not incl. condemned)	225,913,649	232,861,277	248,103,199

The monthly stocks of provisions in Chicago showed the following totals of lard; made since October 1st, 1925; 59,967,441 lbs.; month ago 54,451,688 lbs.; year ago, 46,753,557 lbs.; other kinds of lard, 12,746,210 lbs.; month ago, 13,209,204 lbs.; year ago, 5,599,582 lbs.

The total stock of all kinds was 72,713,600 lbs. against 71,052,200 lbs. August 15th; 67,660,800 August 1st; and 52,353,143 lbs. last year.

Lard Stocks Heavier.

The fact that the stocks not only increased compared to Aug. 15 but showed an increase of 5,000,000 lbs. compared with Aug. 1 and over 20,000,000 lbs. compared with last year was considered a rather im-

portant fact in the underlying situation of the lard market.

It is quite interesting to note, however, that the government report for the past six months on the production of lard showed a smaller average product of lard per 100 lbs. of live weight than the average for the corresponding six months in the past three years. In view of the heavy weights of the hogs this was considered quite an unusual condition and was thought to indicate possibly a more desirable market for the product in meats than in lard and therefore a tendency to cut more product in the meats.

The Liverpool lard stock for Sept. 1 compared as follows:

	Sept. 1, 1926.	Aug. 1, 1926.	Aug. 1, 1925.
Prime steam, tcs.	1,750	685	1,837
Refined, tons	4,060	2,875	6,631

PORK—The market continues quiet but was steady with mess New York \$37.50; family \$40; and fat backs \$30.50 at \$32.50.

At Chicago mess pork quotable at \$36.

LARD—Demand was only fair both domestic and export in the east but the

market was steadier, with prime western New York 15.65@15.75; middle western 15.50@15.60; city 15 $\frac{1}{4}$ @15 $\frac{3}{4}$ c; refined Continent 16 $\frac{1}{4}$ c; South America, 17c; Brazil kegs, 18c.

At Chicago regular lard in round lots was quoted 2 $\frac{1}{2}$ c under September; loose lard 75c under and leaf lard 110 under.

BEEF—The market was steady with demand fair in the east with mess quoted at \$18@20; packet \$18@20; family \$22@23; extra India mess, \$34@35; No. 1 canned corned beef, \$3; No. 2, 8 $\frac{1}{4}$; 6 lbs., \$18.50 and pickled tongues \$55@60 nominal.

SEE PAGE 48 FOR LATER MARKETS.

AUGUST HOG RECEIPTS.

The receipts of hogs at the 11 principal markets during August totalled 1,913,000, being approximately 140,000 less than in the same month last year, and the smallest for the month since 1921.

For the first eight months of the year there were received 17,819,000 hogs at the 11 principal markets, the smallest number for this period since 1915.

At Chicago 517,157 hogs were received during the month, compared with 447,679 a year ago. At Omaha the receipts totalled 219,600, compared with 206,791 last August. Kansas City received 144,370 compared with 129,001 last year; East St. Louis 290,182, being an increase of 45,479 over August, 1925; Sioux City 183,000, being 14,000 less than August last year.

The average weight of hogs at Chicago for the month was 272 lbs., the heaviest for any month since 1879; at Omaha the average weight was 269 lbs., compared with 275 in July; Kansas City hogs averaged 227 lbs., East St. Louis 242 lbs., and Sioux City 279 lbs.

Cattle receipts at Chicago at 266,870 were the heaviest for August since 1910. Omaha received 157,100, the heaviest for the month since 1922. Receipts at Kansas City were less than in August, 1925, totaling 232,542 head. Sioux City received 69,000 compared with 81,000 in August, 1925.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Aug. 28, 1926, are reported officially as follows:

Point of origin	Commodity	Amount
Canada—Calf carcasses		465
Canada—Smoked pork		2,582 lbs.
Canada—Calf livers		1,828 lbs.
Canada—Pork cuts, fresh		908 lbs.
Canada—Beef extracts		135 lbs.
So. America—Corned beef in tins		21,600 lbs.
So. America—Frozen beef cuts		7,225 lbs.
So. America—Frozen sheep carcasses		27,720 lbs.
Germany—Smoked hams		1,545 lbs.
Germany—Pork sausages		550 lbs.
Germany—Ham and sausages		475 lbs.
Germany—Cooked hams and sausages		1,980 lbs.
Ireland—Bacon		220 lbs.
Ireland—Smoked hams		1,073 lbs.
England—Meat extract		256 lbs.
England—Meat extract		720 lbs.
Holland—Smoked hams		3,488 lbs.
Holland—Cooked hams in tins		146 lbs.
Czechoslovakia—Hams in tins		7,130 lbs.
Norway—Meat balls in tins		12,784 lbs.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 3, 1926, show exports from that country were as follows. To England, 84,371 quarters; to continent, 54,158 quarters; others none.

Exports for the previous week were: To England, 177,655 quarters; to the continent, 38,024 quarters; others none.

EUROPEAN PROVISION CABLES.

The Hamburg market for provisions continues weak, says American Trade Commissioner E. C. Squire, Hamburg, Germany, in his weekly European provision cable summary, dated August 30, to the U. S. Department of Commerce.

Stocks of fats on this market are generally average with a poor consumptive demand except in the case of frozen pork livers, which are moving in average quantity. The approximate receipts of lard for the week totaled 1,000 metric tons.

The receipts of pigs at 20 of the more important German markets for the week totaled 60,000. The top Berlin price for pigs during the week was 18.60 cents per pound. For the same week of 1925 receipts at these markets totaled 73,000, while the top Berlin price was 19.68 cents per pound.

The Rotterdam market remains about the same, little change being recorded in either stocks or demand.

Supplies upon the Antwerp market are generally very low, with poor demand for picnics and lard, and with a fairly good demand for fatbacks.

The Liverpool market shows little change.

The total of pigs bought alive and in carcass for bacon curing in Ireland for the week was 23,000, compared with 19,000 for the same week of last year.

For the week ending August 27 the estimated slaughtering of pigs in Danish slaughter houses for the export bacon trade totaled 63,000.

Hamburg.

STOCKS DEMAND PRICES

			Cents per lb.
Refined lard	Med.	Poor	@16.32
Fat backs	Med.	Poor	-----
Frozen livers	Med.	Avg.	@1.23
Extra oleo oil	Med.	Poor	@12.82
Extra oleo stock	Med.	Poor	@12.02

Ettterdam.

Ex. neutral lard	Lt.	Good	@18.02
Extra oleo oil	Hvy.	Poor	@13.74
Prime oleo oil	Med.	Poor	@13.19
Extra oleo stock	Lt.	Poor	@11.83
Refined lard	Lt.	Poor	@16.51
Extra premier jus	Hvy.	Avg.	@10.19
Prime premier jus	Med.	Avg.	-----

Antwerp.

Refined lard	Lt.	Poor	16.21@16.56
Picnics	None	Poor	-----
Fatbacks	None	Good	-----

Liverpool.

Hams, AC. light	Lt.	Good	-----
Hams, AC. heavy	Lt.	Good	32.11@32.98
Hams, long cut	Lt.	Good	22.84@24.30
Picnics	Lt.	Good	21.00@21.20
Square shoulders	Lt.	Avg.	25.30@25.82
Cumberland, light	Lt.	Good	25.17@25.82
Cumberland, heavy	Lt.	Good	25.60@26.04
Clear bellies	Med.	Good	16.48@16.70
Ref. lard in boxes	Hvy.	Poor	-----

JULY CURED PORK EXPORTS.

Exports of ham and shoulders from the United States during July, 1926, totaled 13,512,369 lbs., valued at \$3,519,813. England took the bulk of the supply, with 12,225,041 lbs. going there, according to the U. S. Department of Commerce. Cuba was next in line, taking 464,772 lbs., followed by Canada with 213,872. Numerous other countries took varying amounts, from 88,000 lbs. down to 84 lbs.

Bacon exports amounted to 7,670,398 lbs., worth \$1,604,206. England was the largest user, with 4,680,863 lbs., followed by Cuba with 1,218,462 lbs. Canada with 265,588 lbs. was third, followed by numerous countries ranging in amounts down to 5 lbs., to Japan.

During the month, also, England imported 1,155,994 lbs. of Cumberland sides, valued at \$305,229. England also imported 117,980 lbs. of Wiltshire sides, valued at \$31,002. Some 1,974,313 lbs. of pickled pork, and 291,795 lbs. of sausage, not canned, were also exported from the United States during the month.

JULY FRESH PORK EXPORTS.

Exports of fresh and frozen pork carcasses from the United States during July, 1926, amounted to 186,271 lbs., valued at \$42,624, according to the U. S. Department of Commerce. Cuba was the largest importer, taking 123,655 lbs., followed by the United Kingdom with 57,939 lbs. and Mexico with 3,820 lbs.

Exports of loins and other fresh pork during the month of July, 1926, totaled 319,080 lbs., valued at \$58,367. Germany was the largest user, taking 84,824 lbs., followed closely by the United Kingdom with 84,491 lbs. and Canada with 83,370 lbs. Cuba stood fourth, taking 31,573 lbs., followed by France with 18,650 lbs. and Mexico with 8,468 lbs.

JULY PICKLED BEEF EXPORTS.

Exports of pickled or cured beef from the United States during July, 1926, amounted to 1,941,918 lbs., valued at \$231,544, according to the U. S. Department of Commerce. Newfoundland and Labrador were the largest importers, taking 682,466 lbs., followed by Norway with 252,000 lbs.; the United Kingdom with 193,509 lbs., and Trinidad and Tobago with 141,300 lbs.

Exports of meat extracts and bouillon cubes for the same month totaled 12,022 lbs., valued at \$28,411. The United Kingdom was the largest user, taking 7,100 lbs.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, with comparisons, during the week ending Aug. 28, 1926, are reported as follows by the U. S. Department of Commerce:

Hams and Shoulders, Including Wiltshires.

	Jan. 1, 1926*	Week ending	to
		Aug. 28, Aug. 29, 1926	Aug. 21, Aug. 28, 1926
		1926.	1926.
	M lbs.	M lbs.	M lbs.
Total	2,910	2,773	2,450
To Belgium	-----	55	1,328
United Kingdom	2,800	2,438	2,240
Other Europe	-----	-----	1,243
Cuba	87	192	171
Other countries	23	90	39

Bacon, including Cumberlands.

	Jan. 1, 1926*	Week ending	to
		Aug. 28, Aug. 29, 1926	Aug. 21, Aug. 28, 1926
		1926.	1926.
	M lbs.	M lbs.	M lbs.
Total	4,046	4,516	3,165
To Germany	25	322	68
United Kingdom	2,985	3,703	2,720
Other Europe	874	370	356
Cuba	152	121	21

Lard.

	Jan. 1, 1926*	Week ending	to
		Aug. 28, Aug. 29, 1926	Aug. 21, Aug. 28, 1926
		1926.	1926.
	M lbs.	M lbs.	M lbs.
Total	10,680	9,889	9,611
To Germany	1,452	4,677	2,937
Netherlands	537	620	492
United Kingdom	5,795	2,269	1,188
Other Europe	502	69	140
Cuba	1,351	1,381	821
Other countries	1,048	873	1,038

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, Bacon, Lard, Pickled pork.
	M lbs. M lbs. M lbs. M lbs.
Total	2,910 4,046 10,680 310
Boston	339 ----- 65
Detroit	1,662 1,102 1,670 56
Port Huron	787 502 888 60
Key West	82 ----- 1,007 3
New Orleans	28 10 1,268 88
New York	12 2,532 5,847 38
Philadelphia	----- ----- ----- -----

DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, Lard, Pickled pork.
	M lbs. M lbs. M lbs.
Exported to:	-----
United Kingdom (total)	2,800 2,995
Liverpool	1,449 2,397
London	198 220
Manchester	28 -----
Glasgow	414 123
Other United Kingdom	711 249

*Corrected to July 31.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—Quite a little business and stronger market featured tallow the past week, consumers absorbing quite a little extra at the 8½c level New York, creating a firmer feeling among producers. Sentiment appeared to be somewhat friendlier on the whole, but buyers were rather slow in following advances.

As a result, quiet conditions prevailed on the upturn, but at New York extra was held at 8½c, special quoted at 8½c and edible at 10c.

At Chicago the market was quiet but firm on tallow with prime packers 8½c f.o.b. Chicago and last sales 8½c. Recent sales Cincinnati 8½c packed reported while Kansas City 8½c bid and refused.

At Chicago edible quoted 9½@9¾c; fancy 9c; prime packer 8½@8¾c; No. 1 7½@8c; No. 2 at 7c.

At the London auction of Wednesday, Sept. 1, 1,198 casks offered, 187 sold, at prices unchanged; mutton quoted 44@45s; beef 43s6d@45s6d and good mixed at 41s6d@43s6d. At Liverpool Australian tallow was unchanged. Fine quoted at 45s3d and good mixed at 43s9d.

STEARINE.—Improvement in the demand for compound resulted in a better inquiry for stearine and with offerings lighter, prices advanced 1½c from the recent lows, oleo New York selling at 12c.

At Chicago oleo was quoted at 11½@12c.

OLEO OIL.—Demand was slow both domestic and export and the market dull and featureless with extra New York quoted at 12c; medium 11½c nominal; lower grades 10½c nominal.

At Chicago, extra quoted at 11½c and quiet.

SEE PAGE 48 FOR LATER MARKETS.

LARD OIL.—Consuming demand remains quiet but prices were steadier with raw materials with edible New York quoted at 17c; extra winter, 12½c; extra, 12½c; extra No. 1, 11½c; No. 1, 11½c; and No. 2, 11½c.

NEATSFOOT OIL.—Demand was hand-to-mouth and mostly for immediate requirements with prices steady and pure oil New York quoted at 15½c; extra, 11½c; No. 1, 11½c; and cold test, 18½c.

GREASES.—While the demand has been rather quiet the feeling is better and greases were more firmly held. Consumers, however, were buying in a hand-to-mouth way, and as yet the firmer feeling in tallow and other competing articles has not revived buying of greases generally. Some still look upon the grease market as comparatively too high.

At New York yellow quoted 7½@8c; house, 7½@8c; A white, 8½@8½c; B white, 8½@8½c; and choice white 10@10½c.

At Chicago the demand for grease had been limited aside from choice white which appeared to be in demand for export. At Chicago brown quoted 7c; yellow, 7½@7½c; A white, 8½@8½c; B white, 8c; and choice white all hog at 9c.

Packinghouse By-Products

Chicago, Sept. 2, 1926.

Blood.

High grade ground reached \$4.00 and unground \$3.70, although demand continues exceedingly dull.

Unit ammonia.

Ground	\$3.85@4.00
Crushed and unground	3.85@3.75

Digester Hog Tankage Materials.

The severe price loss in this department of the trade was indicated by a medium grade of unground tankage selling at \$3.75 as against \$4.50 three weeks ago, while fancy 12 per cent unground went at \$4.50 as compared with \$5.35 at the recent year's high point. However, most sellers still held out for prices around 50c per unit above buyers' ideas. Liquid stick at \$3.50 delivered, drums free.

Unit ammonia.

Ground, 7 to 12% ammonia	\$4.25@4.75
Unground, 11 to 18% ammonia	4.35@4.50

Unground, 8 to 10% ammonia	3.75@4.25
----------------------------------	-----------

Liquid stick, 8 to 12% ammonia	3.25@3.35
--------------------------------------	-----------

Fertilizer Materials.

With sellers and buyers anywhere from 25c to 50c per unit apart in their views, there was little wonder that trades were few and far between, so far as tankage was concerned. Hoof meal of ordinary grind in bulk sold at \$3.25, and a special grind at \$3.50 in buyer's bags. Grinding hoofs reached \$37.00.

Unit ammonia.

High grade, ground, 10-11% ammonia	\$3.10@4.25
Lower grade, ground, 6-9% ammonia	2.85@3.00
Medium to high grade, unground	2.75@3.00
Lower grade and renderers', unground	2.50@2.65
Bone tankage, unground	2.75@3.00
Hoof meal	3.00@3.25
Grinding hoofs, per ton	36.00@38.00

Bone Meals.

Buyers were bidding prices which sellers would not accept, and as a result the market was practically at a stand-still.

Per Ton.

Raw bone meal	\$32.00@46.00
Steam, ground	27.00@36.00
Steam, unground	24.00@30.00

Cracklings.

The market was about as high as any time this year so far as the West is concerned, but lower rates were recorded in the East. However, no small number of the worth-while buyers have withdrawn from the market entirely.

Per Ton.

Pork, according to grease and quality	\$75.00@90.00
Beef, according to grease and quality	50.00@70.00

Horns, Bones and Hoofs.

Prices held steady at the recent decline, with demand fairly good, especially for mixed carload lots.

Per Ton.

Horns	\$75.00@200.00
Round shin bones	45.00@48.00
Flint shin bones	42.00@45.00
Thigh, blade and buttock bones	40.00@45.00
Hoofs	39.00@38.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Calf trimmings reached \$34.50, horn pits \$36.00, jaws, skulls and knuckles \$35.00 to \$36.00 according to production, and green salted sinews, pizzles and hide trimmings \$21.50.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

	Per Ton.
Kip and calf stock	\$30.00@34.50
Injected manufacturing bones	40.00@42.00
Horn pits	35.00@36.00
Cattle jaws, skulls and knuckles	35.00@36.00
Sinews, pizzles and hide trimmings	21.00@22.00

Animal Hair.

There is a battle royal between the producers and the buyers, with most points in favor of the buyers thus far. What the final round will be only time will reveal.

	Per Pound.
Coll and field dried	2%@4
Processed grey	5@6
Black dyed	6@10
Cattle switches, each	3%@4

Pig Skins.

No 1 tanner grades sold at 6½c and unassorted edible at 4½c.

	Per Pound.
Tanner grades	6@6%
Edible grades, unassorted	4½@4%

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 1, 1926.—Trading in fertilizer materials still continues to be limited. Ground dried blood sold at \$4.00 f. o. b. New York, and South American at \$4.00 c. i. f. on Atlantic port for September shipment from South America.

Underground dried fish scrap sold at \$4.00 & 10c f. o. b. fish factories Virginia, which is the present asking price. Fishing has picked up a little but not enough to encourage lower prices.

Cracklings are much lower in price and ground meat scraps have followed suit.

Raw bone meal is higher in price due to the heavy demand for quick shipment and some business has been done in steamed bone meal.

No sales of local tankage have been reported, and the offerings are very light at present for prompt shipment.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Aug. 1, to Sept. 1, 25,297,457 lbs.; tallow, none; greases, 4,166,800 lbs.; stearine, none.



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(3170)

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1925, and January, February, March, April, May, June and July, 1926, with comparisons for last season based on Federal census reports, has been prepared by Asperg & Co. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE MILLS.

	Tons Received—	
On hand beginning of season...	32,276	21,711
August	269,346	134,251
September	1,071,552	611,464
October	1,306,470	1,205,327
November	900,611	1,068,038
December	549,449	744,308
January	476,898	370,300
February	298,535	208,792
March	182,291	104,457
April	46,940	53,556
May	51,189	43,780
June	55,941	49,921
July	25,900	31,365
Total	5,571,213	4,645,181
	Tons Crushed—	
	1925-26.	1924-25.
August	113,381	62,140
September	483,861	315,237
October	811,633	718,863
November	811,905	747,580
December	703,292	704,280
January	704,525	700,352
February	653,627	508,541
March	511,310	378,672
April	304,290	232,569
May	145,459	132,957
June	71,233	76,724
July	40,967	27,312
Total	5,538,503	4,605,227

On hand end of month.

1925-26. 1924-25.

	Actual.
August	188,241
September	775,632
October	1,270,770
November	1,364,147
December	1,417,188
January	1,096,371
February	744,296
March	415,277
April	150,705
May	83,485
June	30,249
July	23,576
Tons, 1925-26. Tons, 1924-25.	5,538,503 4,605,227

On hand beginning of season 1925-26 5,538,503 4,605,227
On hand beginning of season... 32,276 21,711

Total 5,571,213 4,645,181
Of which is so far crushed... 5,538,503 4,605,227
Destroyed at mills... 0,134 7,678
Seed on hand... 23,576 32,276
23,576 tons seed on hand at 290 lbs. crude oil per ton is equivalent to 6,837,040 lbs. crude oil, which at 17 per cent refining loss, equals 5,674,743 lbs. refined oil, or 14,187 barrels.

MOVEMENT OF CRUDE OIL AT CRUDE MILLS.

	Pounds Produced—	
On hand beginning of season...	2,660,818	2,013,014
August	33,845,900	17,552,741
September	142,939,456	92,378,860
October	232,506,005	213,658,590
November	238,636,966	224,995,684
December	234,350,409	213,867,577
January	228,484,200	210,458,833
February	188,548,664	168,177,729
March	151,633,487	116,571,584
April	94,629,487	77,716,795
May	46,688,120	44,366,058
June	21,681,604	23,952,562
July	13,856,589	10,238,125
Total	1,614,350,293	1,406,304,191
	Shipments—	
	1925-26. 1924-25.	
August	26,675,932	16,108,755
September	121,519,513	72,618,107
October	151,518,519	188,118,345
November	224,009,204	205,506,990
December	213,474,580	202,506,994
January	222,623,401	187,049,333
February	200,348,537	152,224,569
March	167,141,069	150,968,804
April	113,588,880	92,567,318

May	61,672,624	56,634,019
June	25,600,643	46,756,337
July	16,291,852	20,829,905

Total 1,612,447,468 1,403,733,373

On hand end of month.

1925-26. 1924-25.

August	9,830,785	4,087,000
September	31,200,383	23,121,112
October	20,200,324	49,357,359
November	53,843,029	65,876,544
December	64,699,049	69,333,327
January	69,708,434	91,872,827
February	57,708,561	97,661,987
March	42,201,039	63,264,917
April	23,241,637	48,424,394
May	8,237,133	36,156,433
June	4,338,091	13,352,598
July	1,902,825	2,600,818

CRUSH PER TON.

During August, 113,391 tons seed produced 33,845,413 lbs. crude oil, equivalent to 298.5 lbs. per ton, or 14.9 per cent compared to 14.2 per cent last year.

During September, 483,861 tons seed produced 142,939,456 lbs. crude oil, equivalent to 295.4 lbs. per ton, or 14.8 per cent compared to 14.7 per cent last year.

During October, 811,633 tons seed produced 232,506,005 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.3 per cent compared to 14.9 per cent last year.

During November, 238,636,966 tons seed produced 233,636,966 lbs. crude oil, equivalent to 287.7 lbs. per ton, or 14.4 per cent compared to 15.0 per cent last year.

During December, 234,350,409 tons seed produced 234,350,409 lbs. crude oil, equivalent to 286.1 lbs. per ton, or 14.5 per cent compared to 15.2 per cent last year.

During January, 200,348,537 tons seed produced 200,348,537 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.4 per cent compared to 15.5 per cent last year.

During February, 167,141,069 tons seed produced 167,141,069 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.3 per cent compared to 15.6 per cent last year.

During March, 113,588,880 tons seed produced 113,588,880 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.2 per cent compared to 15.7 per cent last year.

During April, 92,567,318 tons seed produced 92,567,318 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.1 per cent compared to 16.7 per cent last year.

During May, 61,672,624 tons seed produced 61,672,624 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 14.0 per cent compared to 17.6 per cent last year.

During June, 46,756,337 tons seed produced 46,756,337 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.9 per cent compared to 18.7 per cent last year.

During July, 31,200,383 tons seed produced 31,200,383 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.8 per cent compared to 19.2 per cent last year.

During August, 25,600,643 tons seed produced 25,600,643 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.7 per cent compared to 19.7 per cent last year.

During September, 16,291,852 tons seed produced 16,291,852 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.6 per cent compared to 20.2 per cent last year.

During October, 12,181,082 tons seed produced 12,181,082 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.5 per cent compared to 20.7 per cent last year.

During November, 8,237,133 tons seed produced 8,237,133 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.4 per cent compared to 21.2 per cent last year.

During December, 4,338,091 tons seed produced 4,338,091 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.3 per cent compared to 21.8 per cent last year.

During January, 2,600,818 tons seed produced 2,600,818 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.2 per cent compared to 22.4 per cent last year.

During February, 1,902,825 tons seed produced 1,902,825 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.1 per cent compared to 22.9 per cent last year.

During March, 1,338,091 tons seed produced 1,338,091 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 13.0 per cent compared to 23.5 per cent last year.

During April, 977,085 tons seed produced 977,085 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.9 per cent compared to 24.1 per cent last year.

During May, 611,916 tons seed produced 611,916 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.8 per cent compared to 24.6 per cent last year.

During June, 312,181 tons seed produced 312,181 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.7 per cent compared to 25.1 per cent last year.

During July, 166,093 tons seed produced 166,093 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.6 per cent compared to 25.6 per cent last year.

During August, 100,914,601 tons seed produced 100,914,601 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.5 per cent compared to 26.1 per cent last year.

During September, 128,761,993 tons seed produced 128,761,993 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.4 per cent compared to 26.6 per cent last year.

During October, 158,111,819 tons seed produced 158,111,819 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.3 per cent compared to 27.1 per cent last year.

During November, 149,957,629 tons seed produced 149,957,629 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.2 per cent compared to 27.6 per cent last year.

During December, 132,753,612 tons seed produced 132,753,612 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.1 per cent compared to 28.1 per cent last year.

During January, 127,745,614 tons seed produced 127,745,614 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 12.0 per cent compared to 28.6 per cent last year.

During February, 147,584,454 tons seed produced 147,584,454 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.9 per cent compared to 29.1 per cent last year.

During March, 103,813,957 tons seed produced 103,813,957 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.8 per cent compared to 29.6 per cent last year.

During April, 112,872,470 tons seed produced 112,872,470 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.7 per cent compared to 30.1 per cent last year.

During May, 115,225,834 tons seed produced 115,225,834 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.6 per cent compared to 30.6 per cent last year.

During June, 82,277,770 tons seed produced 82,277,770 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.5 per cent compared to 31.1 per cent last year.

During July, 104,547,302 tons seed produced 104,547,302 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.4 per cent compared to 31.6 per cent last year.

During August, 63,230,153 tons seed produced 63,230,153 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.3 per cent compared to 32.1 per cent last year.

During September, 1,391,043,596 tons seed produced 1,391,043,596 lbs. crude oil, equivalent to 285.1 lbs. per ton, or 11.2 per cent compared to 32.6 per cent last year.

On hand end of month.

1925-26. 1924-25.

August	92,212,147	54,042,015
September	57,110,066	47,232,419
October	77,665,763	73,558,505
November	111,259,544	140,112,934
December	124,350,404	238,390,155
January	127,745,614	93,890,155
February	147,584,454	103,813,957
March	103,813,957	91,754,435
April	112,872,470	118,181,530
May	115,225,834	91,718,406
June	82,277,770	97,304,685
July	104,547,302	120,244,823
August	63,230,153	382,151,471

Total 1,391,043,596 1,209,468,688

On hand consumers.

1925-26. 1924-25.

August	100,914,601	63,983,706
September	128,761,993	82,832,984
October	158,111,819	133,107,427
November	149,957,629	110,136,298
December	132,753,612	112,690,727
January	127,745,614	94,922,770
February	147,584,454	104,356,614
March	103,813,957	91,754,435
April	112,872,470	118,181,530
May	115,225,834	91,718,406
June	82,277,770	97,304,685
July	104,547,302	120,244,823
August	63,230,153	382,151,471

Total 1,391,043,596 1,209,468,688

On hand end of month.

1925-26. 1924-25.

August	100,914,601	63,983,706
September	128,761,993	82,832,984
October	158,111,819	133,107,427
November	149,957,629	110,136,298
December	132,753,612	112,690,727
January	127,745,614	94,922,770
February	147,584,454	104,356,614
March	103,813,957	91,754,435
April	112,872,470	118,181,530
May	115,225,834	91,718,406
June	82,277,770	97,304,685
July	104,547,302	120,244,823
August	63,230,153	382,151,471

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Firm—Cash Trade Better—Crude Tight—Cotton Crop Reports Mixed—September Deliveries Small—Outside Strength Helpful—Buying Power Limited on Bulges.

A rather strong market featured cottonseed oil futures the past week, under a combination of favorable features. But the volume of trade on the New York Produce Exchange was again rather moderate.

Lack of aggressive speculative buying appeared to be the only feature that held the market in check. New highs for the month and the move were made as shorts endeavored to cover, meeting commission house and local buying which at times uncovered some stop loss orders.

Cash Trade Some Better.

A little betterment in cash trade, together with unfavorable cotton crop reports and a better tone in lard, served to unsettle the shorts in the nearbys. The tightness in crude oil and the lack of crude offerings had considerable effect as the latter continued to be looked upon as indicating the lateness of the new crop movement.

The distant deliveries followed the nearbys to some extent, but offerings of the latter increased on the bulges. Sentiment was extremely friendly to the nearbys, particularly to September, where a liberal sized open interest is believed to exist with both sides more or less speculative in character.

The latter feature of the situation, however, tends to reduce realizing on the swells as it is feared that the market will be controlled somewhat by the technical position, or in other words by which side weakens first. An attempt to liquidate considerable nearby oil would undoubtedly uncover limited support, while on the other hand a general covering movement it is felt will bring about a sharp upturn.

Two Opinions on the Market.

In connection with the September situation one of the leading cash interests was openly friendly to the market and talking much higher prices, while it is felt that another local cash handler is somewhat interested on the long side of the spot month.

The short interest is believed to be in commission house quarters and more or

less scattered. As a result, the cash demand is receiving close attention, but on the whole, the new crop weather developments appears to be outweighing lard and other features at the moment.

In the southwest immediate crude sold at 11½c with packers reported buying, while in the Valley 11½c was bid and in Texas 11½c bid with nothing coming out in the latter section, but with the trade inclined to feel that a 12c level will bring out some oil there.

Under such conditions, and with distribution rather steady against old orders, a dwindling visible supply of oil is witnessed and is resulting in sustained cash premiums for actual oil over the futures. Eastport appears to be taking a little oil now and then, and although the store stocks at New York probably total around 2,000 bbls. the bulk of the oil is in rather strong hands, and is being marketed with the trade slowly.

Sept. Deliveries Small.

Deliveries on Sept. contracts have been

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 2, 1926.—New Orleans cotton oil futures quiet but firm. No incentive at moment for hedging; old crop crude exhausted, new crop scarce and meeting with active demand. Sales immediate crude this week at 11½c Texas; first half September, 11½c; all September, 11c now bid; 10½c asked first half October.

Crop fully as late as indicated month ago. Inquiries for immediate refined wide spread, with no prospects for surplus oil before November or later; hence continued tight position with higher prices expected for nearby shipments.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 2, 1926.—Prime cotton seed delivered, \$34.00; prime crude cottonseed oil, 11½c; 43 per cent cake and meal, \$28.00; hulls, \$5.00; mill run linters, 3@5c. Good cotton growing weather past week, but cool nights; markets dull.

only 100 bbls. to date and the outlook for deliveries the balance of the month is not bright at the moment, as it is figured that unless there is a remarkable increase in new crop pressure, there will be sufficient demand not only to clean up the small local store stocks, but also to readily take care of that remaining in refiners' hands during the month of September.

From a cash standpoint it is doubtful if the market has ever been in a firmer position, but the smallness of speculative interest in the market makes for a condition where as yet the market is not reflecting such conditions, as there is, practically speaking, no one inclined to discount the conditions in advance. This shows conclusively the benefits of broad speculative interest in any commodity market.

The lard market has been showing a better tone, having rallied somewhat from the lows, with the hog movement comparatively liberal. But the lard stocks continue to gain, increasing 1,661,000 lbs. the last half of August and totaling 72,714,000 lbs. on Sept. 1, against 71,052,000 lbs. in mid-August, 67,661,000 lbs. on August 1st, and 52,353,000 lbs. on Sept. 1 last year.

The steady increase in the lard stocks, however, is now being construed both ways. Some feel that they represent a limited lard demand, and others heavier weight hogs than a year ago, while some express the belief that the stocks are now sufficiently large that the lard market is more apt to encounter more aggressive support from the packing interests.

Government Cotton Figures Awaited.

The disposition is to lower ideas on the cotton crop outturn, although some comparatively large private estimates are heard of, and as a result there is a disposition in evidence anxiously to await the Government figures.

The Government oil report due about the middle of September will also be anxiously awaited and will, it is felt prove to be bullish in character, as it is generally anticipated that the movement of new oil into sight will be considerably behind the same time last year and that the visible supply in all positions will prove to be somewhat under a year ago.

The August consumption, however, will most likely run somewhat behind that of last year, partly due to the fact that the oil was available in smaller volume.

ASPEGREN & CO., INC.
PRODUCE EXCHANGE BLDG.
BROKERS
REFINED COTTON SEED OIL CRUDE
ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

September 4, 1926.

Logical Cottonseed Oil Market Is In New Orleans

Assure your future requirements by buying contracts there.

Protect yourself by using it for your hedges.

Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

COTTONSEED OIL.—Market transactions:

Friday, August 27, 1926.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot	1325	1325	1400		
Aug.	1325	1325	1400		
Sept.	1332	1332	1350		
Oct.	4000	1233	1225	1230	1228
Nov.	800	1117	1115	1115	a
Dec.	1400	1099	1090	1095	a 1096
Jan.	1100	1098	1089	1091	a 1096
Feb.	200	1090	1090	1088	a 1090
Mar.	1096	1096	a 1100		
Total Sales, including switches, 7,500 bbls. P. Crude S. E. 11 Bid.					

Saturday, August 28, 1926.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot	1325	1325	a		
Sept.	600	1338	1332	1326	a 1350
Oct.	1700	1232	1228	1230	a 1228
Nov.	1000	1124	1120	1120	a
Dec.	100	1095	1095	1095	a 1097
Jan.	600	1095	1095	1095	a
Feb.	700	1090	1090	1090	a
Mar.	1098	1098	a 1103		
April	1095	1095	a 1103		
Total Sales, including switches, 4,700 bbls. P. Crude S. E. 11 Bid.					

Monday, August 30, 1926.

	—Range—	—Closing—			
	Sales.	High.	Low.	Bid.	Asked.
Spot	1335	1335	1400		
Sept.	600	1335	1330	1325	a 1330
Oct.	3700	1235	1223	1230	a 1228
Nov.	2100	1125	1110	1110	a 1118
Dec.	300	1095	1094	1090	a 1094
Jan.	1100	1095	1090	1087	a 1090
Feb.	300	1090	1090	1088	a 1090
Mar.	1093	1093	a 1094		
April	1095	1095	a 1104		
Total Sales, including switches, 4,700 bbls. P. Crude S. E. 11 Bid.					

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Boreas, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened) Cocoanut Oil

Refineries { IVIDYDALE, OHIO
PORT IVIDY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Cocoanut Oil

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"

Total Sales, including switches, 8,100 bbls. P. Crude S. E. 11 1/4 Bid.

Tuesday, August 31, 1926.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	1350	a		
Sept.	1900	1350	1336	1349
Oct.	5800	1243	1230	1241
Nov.	1700	1129	1120	1126
Dec.	600	1100	1098	1097
Jan.	500	1098	1085	1094
Feb.			1089	a 1092
Mar.	100	1103	1103	1099
April			1100	a 1110

Total Sales, including switches, 10,600 bbls. P. Crude S. E. 11 1/4 Bid.

Wednesday, September 1, 1926.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	1325	a		
Sept.	100	1350	1350	1332
Oct.	1700	1237	1230	1230
Nov.	500	1118	1116	1115
Dec.	200	1097	1096	1090
Jan.	200	1092	1091	1087
Feb.			1085	a 1090
Mar.	100	1104	1104	1095
April			1095	a 1105

Total Sales, including switches, 2,800 bbls. P. Crude S. E. 11 1/4 Bid.

Thursday, September 2, 1926.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Sept.	1325	1320	1325	a	
Oct.	1222	1200	1205	a	
Nov.	1090	1090	1090	a	
Dec.	1087	1075	1063	a 1070	
Jan.	1082	1082	1063	a 1070	
Feb.			1060	a 1080	
Mar.	1092	1092	1065	a 1085	
April			1065	a 1090	

SEE PAGE 48 FOR LATER MARKETS.

COCONUT OIL.—The market was rather quiet but very steady with leading sellers reported withdrawn and with a better feeling in tallow, but buyers were slow in following the market upwards. At New York nearby tanks quoted at 9 1/4c; futures at 9 1/2c. At the Pacific coast spot tanks quoted at 8 1/4c and futures at 9c.

SOYA BEAN OIL.—A much better inquiry was in evidence from consumers, and the market was steady to firmer with offerings fair. At New York prompt tanks quoted at 11c and prompt barrels at 12 1/2c. At the Pacific coast tanks nearby quoted at 10 1/2c; Sept.-Oct., 10 5/8c; Nov.-Dec. 10 3/4c.

CORN OIL.—The market was quiet as far as demand was concerned but was reported firmer with cotton oil, with corn oil f.o.b. mills quoted at 9 1/2c.

PALM OIL.—The market was rather dull but was steady with the trade largely awaiting developments in other directions. At New York spot Nigre casks quoted at 8 1/2c; shipment at 8c; Lagos spot, 8.95c; shipment 8 1/2c.

PALM KERNEL OIL.—While the demand was quiet the market appears to be in a very firm position with selling pressure lacking. Any betterment in coconut oil would be reflected nearer this price.

At New spot casks quoted 10 1/2c; shipment 10 1/2c.

ment, 10 1/2c; spot tanks, 9 1/2c; and barrels, 9 1/2c more.

SESAME OIL.—White oil quoted c.i.f. New York at 12 1/2c; small lots locally to the trade quoted at 13 1/2c.

PEANUT OIL.—Market nominal.

COTTON OIL.—Inquiry for spot oil here has been fair, and store holders are firm at 14c. Southeast crude sold at 11 1/2c; Valley, 11 1/2c bid; Texas, 11 1/2c nominal.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 1, 1926.—Latest quotations in chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76@3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9 1/2c lb.; olive oil foots, 8 1/2@9 1/2c lb.; East India Cochin cocoanut oil, 16c lb.; Ceylon grade cocoanut oil, 11 1/2c lb.; Cochin grade cocoanut oil, 12c lb.

Prime summer yellow cottonseed oil, 14 1/2@14 1/2c lb.; prime winter salad oil, 15 1/2c lb.; raw linseed oil, 12@12.8c lb.

Extra tallow, f.o.b. seller's plant, 8 3/8c lb.; dynamite glycerine, nom., 27@28c lb.; chemically pure glycerine, nom., 30@31c lb.; saponified glycerine, nom., 20c lb.; crude soap glycerine, nom., 18 1/2@18 3/4c lb.; prime packers' grease, nom., 7 1/2@7 3/4c lb.

AUGUST MEAT REVIEW.

A review of the live stock and meat situation during the month just closed, issued by the Institute of American Meat Packers, states in part:

"Conditions in the wholesale meat trade during the month closed today showed some improvement as compared with the preceding month. Trade in pork products lagged during the first part, but later showed substantial improvement. The beef trade, which also was rather dull during the first part, improved toward the close.

"A feature of interest in the fresh pork trade was the widening of the price difference between light and heavy loins to the point where the heavy loins wholesaled at only about half the price of the lightest.

"Picnics, especially those of heavier weight, declined substantially, and the demand is improving at the lower prices. Picnics weighing from 8 to 10 pounds are wholesaling now for about half the price per pound of skinned hams weighing from 14 to 16 pounds. Since September and October are months in which the consumption of picnics ordinarily is largest, the present market situation should be of timely interest to consumers.

"The export trade in pork products was of fair dimensions for this season of the year. England bought hams rather freely; also, some quantities of various English cuts. On the Continent, there was some buying of short clear backs and fat backs, with indications, in the opinion of some observers, that further supplies will be needed. The lard trade was of fair proportions for this period of the year."

THE EDWARD FLASH CO.

29 BROADWAY

NEW YORK CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

This Will Interest Your Superintendent or Master Mechanic



Absolutely trouble proof! That sounds good doesn't it? No more shut downs and costly delays. The reason is found in over-size construction, and our semi-rigid hammers.

In the "Newman," the hammers are placed, equally spaced, on an extra heavy round steel shaft and held in place by large steel spacers. The hammers themselves are but one piece and are not keyed to the shaft, but held in place by compression, with heavy right and left nuts on the ends.

The master mechanic of one of the large packing companies tells us they are saving 40% of the power cost in one of their fertilizer plants, since they have installed the Newman Grinder. Does not this interest you? We can make the same saving in your plant.

These nuts turning against the shaft will not work loose, yet allow sufficient "give" that should small pieces of iron, bolts, rocks, etc., get in, there will not be the slightest damage.

Not a single bolt, key, rivet or pin to work loose in the entire Newman cylinder assembly —absolutely trouble-proof!

and the price is only

\$300.00 to \$495.00

t.o.b. factory



Write us today

Newman
GRINDER & PULVERIZER CO.
WICHITA-KS.

419-425 W. 2nd St., Wichita, Kansas

Distributors

The American By-Products Machinery Co., 28 Cortlandt Street,
New York City

The Cincinnati Butchers' Supply Co., Chicago-Cincinnati

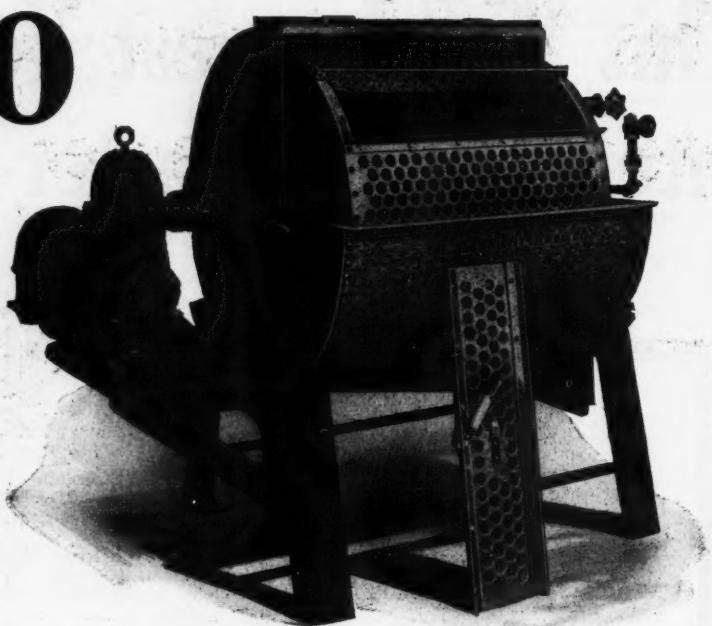
The Allbright-Nell Co., Chicago

ANCO

Scraping and Washing Machine

For scalding, scraping and cleaning beef tripe, tongues, hog stomachs, etc. May also be used for sliming beef bungs and cleaning chitterlings.

This machine is built for the hardest kind of constant usage. It is so designed as to reduce care and attention to the minimum, and is thoroughly dependable in operation. Built for belt or motor drive.



Sausage-Stick Washing Machine



Here is an ANCO compact, labor-saving machine for washing sausage sticks. The sticks are placed in the perforated steel cylinder, closed and rotated in a washing solution.

This machine is also adaptable to the washing of wooden gambrel sticks, etc. The outfit is complete and self-contained. Made for belt or motor drive. Like all ANCO equipment, it is made for constant service and will last indefinitely.

We shall be glad to submit full information upon request

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

ANCO

The Wm. Focke's Sons Co.



June 16th, 1926.

The Allbright-Nell Co.,
Chicago, Ill.

Gentlemen:

We have been operating the Laabs Cooker & Supplies for the past six months and we are very much pleased with the mechanical perfection and operation. We are providing a material of a much higher quality than under the old system. The conditions of our Inedible Department are kept in more sanitary condition thereby eliminating obnoxious odors and has given our entire Inedible Department a more presentable appearance throughout.

It has eliminated considerable labor and we feel fully justified in the fact that we produce a much higher quality product.

We are also pleased to note that we have had numerous inquiries for our product from many sources that have been interested in our product heretofore. We are pleased to recommend this new equipment to the meat industry.

Yours very truly
W.M. FOCKE'S SONS CO.
Wm. Focke



200 South Main St.

The Allbright-Nell Co.,
5323 S. Western Blvd.,
Chicago, Ill.

Gentlemen:

Leab's Sanitary Rendering Process and Apparatus.

In regard to the above subject, we are very glad to be able to tell you that we are very pleased with our installation of Leab's equipment. We have now had it in constant operation for several months.

The volume of our cracklings is considerably greater than the volume of fertilizer which we were producing from equal amount of material, and the value of the cracklings is much greater.

The Grease which we produce is equally as good as that which we made in our old wet rendering system.

The equipment certainly works fine, and in addition, is now one of the neatest departments of our plant as the sanitary conditions prevalent with Leab's cooker equipment are so far superior to those of any plant where steam rendering tanks, hydraulic presses and fertilizer dryers are utilized.

We will be glad to have you refer any prospective customers to us.

Very respectfully,
THE HENRY BURKHARDT PACKING CO.
By *A. Von Frensd*
Sept.



The Allbright-Nell Co.,
5323 S. Western Blvd.,
Chicago, Illinois.

Gentlemen:

We have had your Laabs Sanitary Rendering equipment operating at our plant a sufficient length of time to determine its merits. It has been satisfactory to us right from the start and the longer we run it, the more thoroughly we are convinced of its better grade of finished products than either the wet rendering system or the regular dry rendering system with which we are familiar.

For many years we had the wet rendering system in our plant and purchased equipment for operating a tank and had accessories such as slush boxes, tankage press and evaporator. About a year ago we tried out several different types of tanks and had accessories such as slush boxes, tankage press and evaporator. About a year ago we have your Laabs Sanitary Rendering Unit installed, but since we using our other equipment.

We also have cattle, hogs, and all material including heads, feet, condemned carcasses, etc., are fed into the motor direct without being passed through a bone grinder. All of this material is so thoroughly disintegrated in the rendering units that it is very easily pressed by the expeller.

We operate this unit three times per day and produce a good grade of grease that is readily bleachable and cracklings that are thoroughly digested and make a high grade meat seal for stock food purposes. The operation is very sanitary, there being no odors resulting from the use of this equipment.

We will be pleased to answer any inquiries received from parties interested in this equipment, or, better still, to have them visit our plant and see it in operation.

Very truly yours,
The Chad. Fischer Packing Co.
Chad. Fischer
V.P.

OB/RM



In Our Mail

From satisfied customers come these letters of endorsement. Laabs Cookers are enjoying unprecedented approval, every installation is doing more than we claim for it and every user is getting a higher quality product with an increased net return.

If you are interested in increasing your profit you should be interested in Laabs Sanitary Rendering Cookers. Write for complete information.

Patented in U. S. A. March 23, 1926.
Other patents and foreign patents pending.

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



HEADQUARTERS FOR EVERYTHING IN PACKINGHOUSE MACHINERY

It is not unusual to find a GMC Truck—10 years old, and more—starting all over again in the hands of a new owner. Hundreds of GMCs built and used in war service, nearly 10 years ago, are now carrying U. S. Mail.



GMC Engine:

Unit-block and crankcase keep bearings in permanent alignment.
Removable cylinder walls cast from special alloy iron of exceptional wearing qualities.
Piston pins case hardened and lapped.
Rigid crankshaft with ground and polished bearings of large size.
Camshaft with hardened and ground bearings and cams.
Alloy steel valves.
Burnished timing gears.
Positive pressure lubrication to all bearing points.
Air cleaner keeps dirt and grit from engine.
Combination thermo-syphon and pump cooling prevents overheating.
Positive governor prevents operating at injurious speeds.
Engine mounted on rubber cushions.
Multiple dry disk clutch, with very large frictional area.
Transmission with over size alloy steel gears and shafts.
Universal joints, all metal and enclosed.
Rear axle with fewer contact points and held in permanent alignment by radius rods.
Springs of alloy steel.
Steering gear with enclosed ball and socket tie-rod joints.
Brakes: On the 1 and 1½ ton models 4 wheel brakes distribute the friction and also eliminate excessive wear on rear tires. On the 2½ ton and larger models floating cam brakes increase the life of brake linings as they will operate efficiently until entirely worn out.
Oversize rear tires are standard equipment on all heavy duty models.

Only GMC Trucks give you all these features which insure

Long Life

Most trucks offer *some* of the features—but only GMCs give you *all* of them. That is why they are noted for their unusually long life, wherever trucks are used.

For instance: The Hugh McRoberts Coal Co., of Staten Island, New York tells us that their first GMC ran for 11 years hauling coal and cement blocks over all kinds of roads and then was sold to another concern. Another of their GMCs after 12 years of continuous service over 115,000 miles is still on the job; while its companion with 9 years of service and more than 75,000 miles to its credit is still going strong.

If enduring serviceability such as this means anything to you, you should investigate GMC Trucks.

Sold and Serviced Everywhere by Branches, Distributors and Dealers of

GENERAL MOTORS TRUCK COMPANY
Pontiac, Michigan

A DIVISION OF YELLOW TRUCK AND COACH MANUFACTURING COMPANY

GMC 1, 1½ and 2½ ton trucks
Yellow Cabs Yellow Coaches Yellow Light Delivery Trucks Hertz Drive Yourself Cars

GMC Big Brute 3½ and 5 ton trucks GMC Big Brute 4 to 15 ton Tractor Trucks

On G.M.T.C. 1926

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products weakened the latter part of the week under liquidation, September deliveries, slow cash trade and poor support. Technical position apparently weaker; shorts best buyers. Hog receipts comparatively moderate; hogs rather steady.

Cottonseed Oil.

Cottonseed oil weaker under speculative liquidation, September-October catching stop loss orders, inducing local selling; meeting poor support, partly due to easier crude markets in the South. Rather slow cash demand from consumers. Cotton reports mixed; mostly unfavorable, but are bringing no buying. Southeast crude sold at 11c.

Quotations on cottonseed oil at Friday noon were: September, \$12.99@13.00; October, \$11.82@11.85; November, \$10.77@10.80; December, \$10.60@10.65; January \$10.59; February, \$10.60@10.90; March, \$10.65@10.75; April, \$10.65@10.80.

Tallow.

Tallow, extra, 8½c.

Oleo Oil and Stearine.

Stearine, oleo, 12c.

Hull Oil Market.

Hull, England, Sept. 3, 1926—(By Cable).—Refined cottonseed oil, 40s6d; crude cottonseed oil, 35s 6d.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 3, 1926.—Spot lard at New York; prime western, \$15.55@15.65;

middle western, \$15.40@15.50; city, \$15.25; refined continent, \$16.00; South American, \$17.00; Brazil kegs, \$18.00; compound, \$14.50@14.75.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, September 3, 1926.

General provision market continues dull. A. C. hams are less active, spot prices declining; square shoulders fair; clear bellies and pure lard very slow.

There has been moderate demand for short clear backs, with trade fair on the lighter averages.

Today's prices are as follows: Shoulders, square, 97s; picnics, 97s; hams, long cut, 143s; bacon, American cut, 140s; Cumberland cut 115s; short backs, 116s; bellies, clear, 117s; Canadian, 110s; Wiltshire, 107s; spot lard, 77s.

JULY LARD EXPORTS.

Lard exports from the United States during July, 1926, totaled 45,879,427 lbs., valued at \$7,678,292, according to the U. S. Department of Commerce. The United Kingdom was the largest user, with 17,523,312 lbs., Germany with 10,269,087 lbs. was next, followed by Cuba with 5,823,219 lbs., Mexico with 3,761,462 lbs., the Netherlands with 3,725,525, and numerous other countries.

Neutral exports for the same month totaled 1,243,135 lbs., worth \$221,049. Germany was the largest single user, taking 384,537 lbs., followed closely by the Netherlands with 340,626 lbs. and the United Kingdom with 267,130 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Sept. 2, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$16.50@17.50	\$16.00@17.00	\$16.00@17.50	
Good	15.50@16.50	15.00@16.00	15.00@16.50	15.50@16.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	17.50@18.50		16.50@18.00	17.50@19.00
Good	16.00@17.50		15.50@16.50	16.00@17.00
STEERS (All Weights):				
Medium	12.00@14.00	12.50@14.50	12.00@15.00	13.50@15.50
Common	10.50@12.00	11.00@12.50	10.50@12.00	11.00@13.00
COWS:				
Good	12.50@13.50	12.00@13.00	12.50@13.50	12.50@13.00
Medium	11.00@12.50	10.50@12.00	11.00@12.00	11.00@12.00
Common	9.50@11.00	9.50@10.50	9.50@11.00	10.00@11.00
Fresh Veal (1):				
VISALERS:				
Choice	23.00@25.00		23.00@25.00	23.00@24.00
Good	21.00@23.00		20.00@23.00	21.00@23.00
Medium	19.00@21.00	17.00@19.00	18.00@20.00	19.00@21.00
CALF CARCASSES (2):				
Choice			18.00@20.00	19.00@20.00
Good	18.00@20.00	18.00@20.00	16.00@18.00	17.00@18.00
Medium	16.00@18.00	16.00@18.00	15.00@16.00	15.00@16.00
Common	14.00@16.00	13.00@16.00	13.00@15.00	
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	28.00@30.00	29.00@30.00	26.00@29.00	29.00@31.00
Good	26.00@28.00	27.00@29.00	24.00@26.00	28.00@29.00
LAMB (42-55 lbs.):				
Choice				
Good				
LAMB (All Weights):				
Medium	24.00@26.00	23.00@27.00	21.00@24.00	23.00@26.00
Common	20.00@23.00	20.00@23.00	17.00@21.00	20.00@23.00
MUTTON (Ewes):				
Good	12.00@15.00	15.00@17.00	12.00@15.00	14.00@16.00
Medium	10.00@12.00	12.00@15.00	10.00@12.00	13.00@14.00
Common	9.00@10.00	10.00@12.00	8.00@10.00	10.00@11.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	30.00@32.00	30.00@32.00	32.00@33.00	32.00@34.00
10-12 lb. av.	28.00@30.00	29.00@31.00	29.00@30.00	30.00@32.00
12-15 lb. av.	23.00@25.00	26.00@28.00	24.00@26.00	26.00@26.00
15-18 lb. av.	18.50@19.00	23.00@25.00	21.00@22.00	23.00@25.00
18-22 lb. av.	17.50@18.50	20.00@22.00	19.00@21.00	22.00@23.00
SHOULDERS:				
N. Y. Style: Skinned	18.00@19.00		19.00@21.00	19.00@22.00
PICNICS:				
4-6 lb. av.		18.00@20.00		
6-8 lb. av.		17.00@19.00	17.00@19.00	19.00@20.00
BUTTS: Boston Style	22.00@24.00		25.00@26.00	24.00@27.00
SPARE RIBS: Half Sheets	13.00@15.00			
TRIMMINGS:				
Regular	10.00@11.00			
Lean	17.00@20.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

TRADE GLEANINGS.

Longview Cotton Oil Company's mill at Longview, Tex., has been sold to Hobart Kay and others, of Marshall, Tex.

The James Henry Packing Company has been incorporated in Seattle, Wash., with a capital stock of \$500,000 to carry on a wholesale and retail meat business.

Gilmer Cotton Oil Mill, Gilmer, Tex., has changed hands. It has been incorporated as the Gilmer Oil & Fertilizer Company by J. W. Croley and J. R. Penn.

The plant and equipment of the Quincy Packing Company, at Eleventh and Broadway, Quincy, Ill., has been sold to George Kiefer. The estimated value of the plant is between \$15,000 and \$20,000.

The meat packing plant and wholesale meat business of the Barrington Packing Company, Barrington, Ill., has been sold to Fred W. and Thomas W. Evanger. It is understood that they will specialize in sausage.

The plant of the Means Packing Company at Second street and Lyons avenue, Kansas City, Kans., has been leased to E. G. Eldridge. Mr. Eldridge will operate the plant under the name of the Kansas City Packing Company.

The capital stock of the Columbia Cotton Oil Company, Magnolia, Ark., has been increased from \$100,000 to \$200,000.

Muskogee Cotton Oil Company has been incorporated in Muskogee, Tex., with a capital stock of \$250,000 by H. Sharp, W. B. Fears and others.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Aug. 28, 1926, with comparisons, as follows:

	Week ending Aug. 28.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	7,850	7,806	8,794
Cows, carcasses	450	280	510
Bulls, carcasses	134 1/4	131	146
Veal, carcasses	5,425	7,103	11,887
Hogs and pigs:			
Lambs, carcasses	17,955	24,790	21,698
Mutton, carcasses	4,428	5,151	4,437
Beef cuts, lbs.	771,239	119,029	292,474
Pork cuts, lbs.	647,670	1,116,795	864,046
Local slaughters:			
Cattle	10,294	7,839	8,002
Calves	16,203	15,988	13,788
Hogs	35,897	31,001	30,380
Sheep	50,421	50,883	42,403

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Aug. 28, 1926, with comparisons:

	Week ending Aug. 28.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	3,220	3,501	2,351
Cows, carcasses	971	806	2,292
Bulls, carcasses	52	7	87
Veal, carcasses	841	1,436	1,067
Lambs, carcasses	11,068	15,138	12,878
Mutton, carcasses	522	551	446
Pork, lbs.	227,013	278,631	452,091
Local slaughters:			
Cattle	1,403	1,476	1,647
Calves	1,213	1,620	1,429
Hogs	10,716	9,670	7,691
Sheep	4,104	5,338	7,235

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Aug. 28, 1926, with comparisons:

	Week ending Aug. 28.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,847	2,534	2,652
Cows, carcasses	788	544	732
Bulls, carcasses	122	50	380
Veal, carcasses	1,476	868	1,874
Lambs, carcasses	5,562	6,263	8,045
Mutton, carcasses	1,562	1,734	984
Pork, lbs.	263,388	332,130	338,510
Local slaughters:			
Cattle	2,312	2,040	1,603
Calves	2,788	2,654	2,112
Hogs	15,778	12,863	12,072
Sheep	7,110	7,005	4,380

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, September 2, 1926.

CATTLE—Fed steers generally advanced 25 and 50c during the week under broad demand from all interests. Heavies grading choice got best action and showed the full upturn. Despite continued liberal supplies activity marked the trade on practically every session. Range slaughter steers gained around 25c and an increased supply of stockers and feeders met a good clearance at strong to 15c higher prices. Medium weights together with yearlings topped at \$11.00, bullocks scaling upward to 1,457 lbs. reached \$10.80, with 1,396 lb. kinds at \$10.90 and big weights \$10.50. Thus the recent premium paid for yearlings over weighty steers was considerably narrowed. Range she stock sold dependably and held mostly steady, but native grass fat kinds finished 15 to 25c lower, all cutters showing little change. Bulls lost 15 to 25c and veal prices broke 50c to \$1.00. Medium weights at \$11.00 scaled 1,202 and 1,204 lbs. Best range slaughter steers brought \$7.50 and \$8.50, a few making \$8.75 with a load of outstanding wintered Montanas scaling 1,253 lbs. at \$9.00. Numerous loads Texas cake feds scaling 1,100 and 1,350 lbs. sold at \$8.50 to \$9.60.

HOGS—Hog values closed generally steady to 50c higher for the week. Light hogs showed but little price change and the maximum gain was recorded on light-weight packing sows. Fluctuations throughout the week were comparatively sharp and the price spread was the widest of the year and, in fact, wider than at any time in several years. Light hogs reached \$14.60 at the high time and heavy rough packing sows sold downward to \$8.50. At the close, choice 200 lb. averages topped at \$14.15. Bulk of desirable kinds went at \$13.75 to \$14.00. Most 250 to 300 lb. butchers made \$12.00 to \$13.00. Extreme weight butchers scaling in excess of 400 lbs. moving downward to \$10.50. Most packing sows brought \$10.00 to \$10.75, strong-weight slaughter pigs selling upward to \$13.50.

SHEEP—Large supplies have lowered fat lamb values at all sessions, closing 75c to \$1.00 lower for the week. Cull natives show 50c to \$1.00 decline, with yearling wethers 50 to 75c off, and sheep mostly 25c down. Most of the week's supply came from Washington, Montana and Idaho, with Wyoming, Oregon and Nevada in smaller numbers. At the close, fat western lambs cleared largely at \$14.35 against the week's top of \$14.95 on Tuesday. Top natives sold to small killers at \$14.50 late with the bulk to packers at \$13.75 to \$14.00, some moving downward to \$13.25 and below. Culls cleared largely at \$9.00 to \$10.00, with fat ewes at \$5.00 to \$6.50 and best quotable at the week's top of \$6.75.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Sept. 2, 1926.

CATTLE—All classes of killing steers, both grain feds and grassers, met a good demand and closed unevenly 25-50c higher for the week, with the better grades of grass fat offerings and heavy grain feds showing the maximum advance. Choice yearlings sold at \$11.00, the week's top and best heavies made \$10.00; bulk of the grain fed arrivals sold from \$8.50@10.35, while grassers and cake feds went at \$6.00@8.75. Prices on she stock are steady to 15c lower and bulls closed steady to weak. Vealers and calves slumped \$2.00@2.50 under a week ago with top veals at \$12.50.

HOGS—Shipping outlet stimulated the hog market and closing levels are mostly

25-30c higher than last Thursday. Much unevenness featured the trade and extreme sales of medium and strongweight butchers shows more advance. The week's top reached \$14.10 on Tuesday, but declines since placed the closing price at \$13.85 for choice 180 lb. weights. Packing sows are mostly 25c higher, with \$9.25@10.50 taking the bulk.

SHEEP—Fat lamb prices were reduced 50@75c this week, affected by a rather dull and lower dressed meat trade in the East. Choice range lambs sold at \$14.90 on Monday, the top for the season, but at the close \$14.15 took a comparable grade. Most of the Westerns sold from \$14.00@14.60; best natives reached \$14.25 with the bulk at \$13.25@13.50, on late days. Aged sheep are steady to 25c lower, with fat ewes selling from \$5.75@6.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

National Stock Yards, Ill., Sept. 2, 1926.

CATTLE—Despite a liberal run of native and western steers this week prices closed higher on all natives and most westerns. Compared with week ago native steers sold 25c higher with spots up more. Western steers steady to 25c higher; mixed yearlings and heifers strong, cows 25c lower; low cutters 10@15c lower; bulls steady; good and choice vealers, 25@50c lower; tops for week; yearlings, \$10.75; heifers, \$10.50; matured steers, \$10.40; bulls for week: native steers, \$8.25@10.50; western steers, \$6.25@7.90; fat mixed yearlings and heifers, \$9.75@10.25; cows, \$5.00@6.00; low cutters, \$3.50@4.25.

HOGS—The hog market was constantly on the upgrade from last Friday through Tuesday of this week, resulting in highest prices in two months, with the top \$14.85. Midweek, however, witnessed a sharp descent and this was continued today. Heavy hogs are still 50@60c higher than a

week ago; medium weights 25@50c higher; light hogs, 10@15c higher; top for light hogs today was \$14.25; bulk, 200 lb. down, \$14.00@14.25; 220-230 lb., \$13.75@14.00; 250-270 lb., \$13.25@13.50; 280-325 lb., \$12.50@13.00; packing sows, \$9.75@10.50.

SHEEP—The fat lamb trade is 75c lower than this time last week. Other classes about steady. Top and bulk fat lambs today, \$13.75; culls, \$8.50; fat ewes, \$4.00@6.00. Unusually liberal receipts around the market circle was a weakening factor.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., Sept. 1, 1926.

CATTLE—Costs on nearly all lines of killing stock declined 25c or more, the decline centering largely on inbetween grades of she stock and grass fat steers. Drylots were excepted as the result of light supplies, several cars of light yearlings reaching \$10.35 with best weighty bullocks at \$9.85, the rank and file from \$8.75@9.25. Grass fat steers cleared mostly at \$6.00@7.25, a few loads \$7.25@7.60.

She stock bulked within a spread of \$4.75@5.75 on cows and from \$5.50@6.75 on heifers. Cutters maintained last week's schedule, bulk scoring today at \$3.75@4.25, while bulls cleared mostly at \$5.50 and down.

Veals are back to last week's closing levels, or at \$13.50 on good light kinds.

HOGS—While the hog market has been somewhat uneven during the past week, prices at present line up nearly steady with those of a week ago. Bulk 140@190 lb. averages today \$13.50, 200 to around 260 lb. butchers, \$12.25@13.25, heavier butchers downward to \$11.50 or below.

Packing sows sold at \$9.00@10.00; bulk, \$9.50@10.00. Pigs sold mostly at \$13.25.

SHEEP—Fat lambs are 75c lower than a week ago, culls and sheep steady. Bulk of the fat lambs sold today at \$12.75@13.75; culls, \$9.00@9.50; fat ewes to packers \$4.00@6.00.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 2, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$14.15	\$14.25	\$13.65	\$13.85	\$13.50
BULK OF SALES:					
Hvy wt. (250-350 lbs.), med-ch.	10.00@18.65	13.25@14.25	9.25@10.35	11.75@13.75	9.50@13.25
Med. wt. (200-250 lbs.), med-ch.	11.25@16.25	12.15@13.50	10.50@12.05	11.40@13.15	11.00@13.50
Lt. wt. (160-200 lbs.), com-ch.	12.90@14.15	13.35@14.25	11.90@13.50	12.20@13.80	12.20@13.50
Lt. lt. (130-160 lbs.), com-ch.	13.00@14.15	13.80@14.25	13.00@13.85	13.00@13.85	13.25@13.50
Packing sows, smooth and rough.	9.00@11.25	12.50@14.25	8.75@10.65	13.00@13.85	9.00@10.60
Slight. pigs (130 lbs. down), med-ch.	12.25@13.50	12.75@14.00		12.50@13.50	
Av. cost and wt., Wed. (pigs excluded)	11.52-277 lb.	13.54-224 lb.	10.82-288 lb.	12.00-224 lb.	11.28-262 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	9.65@10.75			8.85@10.15	8.50@10.00
STEERS (1,100-1,500 LBS.):					
Choice	10.35@11.25	9.75@10.75	9.10@10.75	9.35@10.40	9.00@10.00
Good	9.50@10.65	9.25@10.50	8.90@10.00	8.50@10.00	9.00@10.00
Medium	8.00@10.65	6.35@9.25	7.35@9.10	6.65@8.75	7.50@9.00
Common	6.25@8.00	5.25@6.35	5.75@7.35	5.25@6.03	5.50@7.50
STEERS (1,100 LBS. DOWN):					
Choice	10.65@11.25	10.50@11.25	10.00@10.90	10.00@11.10	9.75@10.25
Good	10.00@10.65	9.75@10.50	9.10@10.10	8.75@10.50	9.25@10.25
Medium	7.75@10.00	7.50@9.75	7.25@9.10	7.00@9.00	7.35@8.25
Common	6.00@8.00	5.50@7.00	5.75@7.15	5.40@7.00	5.25@7.35
Canner and cutter	5.00@6.00	4.75@5.50	4.60@5.75	4.50@5.40	4.00@5.25
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.00@11.00	9.50@11.00	9.00@10.75	9.00@10.75	8.75@10.25
HEIFERS:					
Good-choice (850 lbs. up)	7.75@10.75	7.75@10.00	7.10@9.85	7.00@9.75	7.15@8.75
Common-med. (all weights)	5.50@8.60	6.00@8.25	4.75@7.85	4.75@7.75	4.75@7.15
COWS:					
Good to choice	6.00@8.00	6.00@7.25	5.60@7.85	5.40@7.40	6.00@7.75
Common and medium	4.85@6.00	5.00@6.00	4.60@5.60	4.50@5.40	4.25@6.00
Canner and cutter	4.00@4.85	3.85@5.00	3.75@4.60	3.60@4.50	3.25@4.25
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.50@7.00	6.00@6.50	5.65@6.25	5.50@5.75	6.00@6.50
Good-ch. (1,500 lbs. down)	6.35@7.25	6.00@6.75	5.65@6.35	5.50@6.00	6.25@6.75
Cn.-med. (canner and bologna)	4.50@6.25	4.00@6.00	4.35@5.75	4.00@5.50	4.75@6.00
CALVES:					
Medium to choice (milk fed. exc.)	6.25@8.75	6.00@8.50	6.00@8.75	5.00@7.00	5.50@7.50
Cull-common	4.75@6.25	5.00@6.00	4.00@6.00	3.50@5.00	3.75@5.50
VEALERS:					
Medium to choice	10.50@15.50	8.50@14.50	8.50@11.50	7.50@12.50	8.50@13.50
Cull-common	6.50@10.50	4.75@8.50	5.00@8.50	4.00@7.50	4.75@8.00
Slughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)	12.25@14.60	12.00@14.00	12.00@14.25	12.00@14.15	11.25@12.75
Lambs, cull-com. (all weights)	8.00@12.25	8.25@12.00	8.00@12.00	8.00@12.00	8.25@11.25
Yearling wethers, medium to choice	9.25@12.50	8.00@12.00	8.00@11.25	9.00@12.00	8.00@12.00
Ewes, common to choice	4.50@6.75	3.00@6.00	4.25@6.25	4.00@6.25	4.00@6.50
Ewes, canners and cull.	1.75@4.50	1.50@3.00	1.50@4.25	1.25@4.00	1.50@4.00

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Sept. 2, 1926.

CATTLE—Fed steers and yearlings were marketed freely again this week, with long-feds in liberal supply, the bulk consisting of good and choice grades with all weights represented. Under broad demand from all quarters prices maintained a strong to higher trend with the week's advance measuring mostly 25 to 40c, weighty steers showing the most upturn, good to choice weighty steers, also medium weights frequently showing a 50c advance. Numerous loads of weighty steers earned \$9.90@10.05 with 1,322 lb. weights at \$10.45. Yearlings earned \$10.60, and 1,136 lb. averages \$10.75. The stock is mostly steady with week ago, bulls strong, and veals 50c higher with practical top at \$11.00.

HOGS—Sharp fluctuations have featured the trend to hog values for the week. Urgent outside inquiry for light hogs developed strength, and compared week ago quotations uncover a 25c higher market. All other classes met with a narrow slaughter outlet and comparative figures reflect a 25c lower trend. Thursday's bulk 160-200 lb. lights ranged \$13.25@13.50, top \$13.65. Bulk 200-300 lb. butchers \$11.75@13.25. Smooth packing sows moved at \$9.75@10.65; with roughs and heavies on down to \$8.75.

SHEEP—Liberal receipts and a lower trend elsewhere depressed fat lamb values. Compared with a week ago, fat lambs show a 25 to 50c loss, while fat sheep uncover a 50c decline. Feeding lambs are 15@25c lower, while feeding and breeding ewes developed a 25 to 50c lower selling basis. Thursday's bulk of fat range lambs ranged \$13.75@14.00, top \$14.25; native lambs, \$13.25@13.85; clipped lambs, \$13.25; best slaughter ewes sold at \$6.00@6.25.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Aug. 31, 1926.

CATTLE—Cattle receipts for two days this week around 10,000 compared with 5,607 same days week ago. Though supplies were larger, there was a better demand for all killing classes and prices show no great change. Fed steers and yearlings held fully steady, western steers mostly 10@15c lower, and butcher classes steady to 15c lower.

Best fed steers weighing 817@980 lbs. topped at \$10.00, with 1,350@1,450-lb. averages \$9.00@9.65. Grassers ranged mostly \$6.25@7.40, with wintered kinds \$8.15@9.00. Best mixed yearlings \$10.00, others \$8.50@9.75.

Fed heifers were scarce, odd lots selling up to \$9.50. Grassers mostly \$6.00@7.50. Choice cows sold up to \$7.00, bulk of fair to good kinds \$5.00@5.75, with canners and cutters \$3.50@4.75.

Bulls steady, bolognas mostly \$5.00@5.50, beef grades up to \$6.00. Choice light calves 50c lower, medium and heavies \$1.00@1.50 lower; top \$13.50.

HOGS—Hog receipts light, the total for two days being only about 6,000. Market active and 35@50c higher than last week's close.

To-day's top \$14.10 on lights and medium and bulk of good hogs \$12.25@14.10. Packing sows \$9.25@11.25.

SHEEP—Sheep receipts around 11,000 for the week to date and were mostly westerns. Lambs mostly 50c lower, best westerns \$14.35, natives \$13.50.

Sheep steady to 25c lower, fat ewes \$6.00@6.50, wethers \$8.00, and yearlings \$10.50.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Aug. 28, 1926, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle	Hogs	Sheep
Armour & Co.	8,795	9,200	15,852
Swift & Co.	6,801	9,200	18,835
Morris & Co.	3,267	6,200	8,439
Wilson & Co.	2,022	7,000	9,087
Anglo. Amer. Pkg. Co.	2,189	600	...
G. H. Hammond Co.	3,152	3,300	...
Libby, McNeil & Libby	1,272	...	...

Brennan Packing Co., 5,500 hogs; Miller & Hart, 4,000 hogs; Independent Packing Co., 4,500 hogs; Boyd, Lantham & Co., 3,400 hogs; Western Packing & Provision Co., 8,900 hogs; Roberts & Oake, 5,400 hogs; others, 23,300 hogs.

KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	4,418	2,373	2,046	3,871
Cudahy Pkg. Co.	4,500	1,707	2,251	5,302
Fowler Pkg. Co.	871	17	...	...
Morris & Co.	3,730	1,063	2,529	3,872
Swift & Co.	5,480	2,854	3,181	6,109
Wilson & Co.	4,724	1,213	4,458	4,904
Local butchers	578	199	1,578	...

Total 24,370 9,425 16,043 24,148

OMAHA.

	Cattle and Calves	Hogs	Sheep
Armour & Co.	5,908	6,087	8,560
Cudahy Pkg. Co.	5,496	6,511	11,132
Dold Pkg. Co.	1,344	6,145	...
Morris & Co.	2,550	2,217	5,188
Swift & Co.	6,016	4,736	12,362
Glassburg, M.	2	...	...
Hoffman Pkg. Co.	141	...	...
Mayrowich & Vall.	48	...	...
Glaser & L. Pkg. Co.	58	...	...
John Roth & Sons	23	...	...
J. Rife Pkg. Co.	64	...	...
South Omaha Pkg. Co.	170	...	...
Lincoln Pkg. Co.	333	...	...
Morell Pkg. Co.	...	...	...
Nagle Pkg. Co.	91	...	...
Sinclair Pkg. Co.	133	...	...
Wilson & Co.	146	...	...
Kennett-Murray Co.	3,105	...	...
J. W. Murphy	4,553	...	...
Other hog buyers, Omaha	10,849	...	...

Total 23,260 44,203 37,242

ST. LOUIS.

	Cattle and Calves	Hogs	Sheep
Armour & Co.	2,767	6,728	3,626
Swift & Co.	5,064	5,320	5,036
Morris & Co.	2,701	2,300	3,306
St. Louis Dressed Beef Co.	1,581	...	...
Independent Pkg. Co.	896	850	...
East Side Pkg. Co.	1,659	2,785	...
Hill Pkg. Co.	12	1,175	...
American Pkg. Co.	52	915	...
Krebs Pkg. Co.	98	503	...
Sartorius	...	644	...
Siehoff Pkg. Co.	83	783	...
Gerst Bros.	127	621	...
Butchers	20,902	47,991	8,965

Total 36,034 70,705 20,933

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	3,104	1,071	6,067	11,981
Armour & Co.	2,182	688	3,575	2,927
Morris & Co.	1,956	727	2,359	2,649
Others	2,223	842	9,762	5,531

Total 9,466 3,328 21,763 23,058

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,634	507	9,042	1,456
Armour & Co.	2,625	505	8,219	1,650
Swift & Co.	1,880	515	4,958	1,254
Sacks Pkg. Co.	118	10	3	...
Smith Bros. Pkg. Co.	26	5	14	...
Local butchers	89	17	7	...
Order buyers and packer shipments	2,081	12	10,449	...

Total 9,453 1,571 32,602 4,360

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Eastern buyers	1,100	4,284	18,851	5,273
Kingan & Co.	1,563	468	11,584	1,456
Armour & Co.	326	62	2,340	36
Indiana Abat. Corp.	1,028	182	...	6
Hillgemeier Bros.	...	486	...	...
Brown Bros.	128	33	...	14
Bell Pkg. Co.	80	...	823	...
Schusler Pkg. Co.	16	...	287	...
Riverview Pkg. Co.	...	...	200	...
Meier Pkg. Co.	111	8	241	...
Ind. Prov. Co.	13	1	226	...
A. Wabnitz	7	21	...	45
Hoosier Abat. Co.	36	...	...	...
Others	574	124	310	772

Total 4,901 5,181 34,860 7,624

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
E. Kahn's Sons Co.	534	96	2,931	282
Kroger Groc. & Bak. Co.	168	113	1,918	...
Gus Juengling	184	122	...	66
J. H. & Schroth Pkg. Co.	19	...	2,801	...
J. Hilberts Sons	20	...	1,870	...
A. Sander Pkg. Co.	152	...	...	60
A. Sander Pkg. Co.	6	...	1,171	...
Sam Gall	...	...	729	...
J. Schlaeter's & Sons	212	256	...	237
Wm. G. Rehn's Sons	144	68	...	...

Total 1,439 658 10,691 1,383

MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,378	2,539	7,614	1,913
U. D. B. Co., New York	110	21	76	7
R. Gumnz & Co.	...	154	...	...
Armour & Co., Milwaukee	333	1,231	...	6
Armour & Co., Chicago	397	...	...	...
N. Y. But. Dr. Meat Co., N. Y.	18	...	16	175
Butchers	277	410	...	175
Others	235	63	11	332

Total 2,789 4,202 7,717 2,433

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,188	815	2,507	903
Dold Pkg. Co.	457	96	3,291	...
Others	154	...	708	...
Wichita D. B. Co.	22	...	...	...
McArthur Pkg. Co.	138	...	...	...
Keefe-Le Sturgen	344	...	...	...

Total 2,301 914 6,706 903

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Morris & Co.	1,506	804	201	119
Wilson & Co.	1,576	703	2,461	92
Others	117	117	198	...

Total 3,199 1,507 2,866 211

DENVER.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	1,163	381	1,254	1,569
Armour & Co.	832	172	1,545	2,089
Blayne-Murphy Co.	913	179	1,812	370
Others	680	328	3,890	901

Total 3,633 1,060 4,990 4,559

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour & Co.	3,035	3,036	8,032	3,010
Cudahy Pkg. Co.	337	1,155	2,328	...
Hertz Bros.	174	36	...	...
Swift & Co.	4,581	4,804	12,073	4,498
United Pkg. Co.	1,421	257	...	5
Others	1,571	501	3,896	...

Total 11,110 9,878 26,332 7,513

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending August 28, 1926, with comparisons:

CATTLE.

	Week ending Aug. 28.	Prev. week	Cor. week
Chicago	31,476	33,329	26,551
Kansas City	23,260	22,158	17,108
St. Louis	36,034	37,703	34,592
St. Joseph	9,465	8,767	13,802
Sioux City	9,453	9,817	7,854
Oklahoma City	3,199	3,032	5,495
Indianapolis	4,001	3,865	34,865
Cincinnati	10,091	11,062	12,248
Milwaukee	7,747	6,298	4,569
Wichita	6,706	7,701	4,028
Denver	4,590	...	4,800
St. Paul	26,332	30,684	26,268

Total 369,952 415,120 372,364

SHEEP.

	Week ending Aug. 28.	Prev. week	Cor. week
Chicago	53,087	47,192	54,154
Kansas City	24,446	11,476	14,976
Omaha	44,203	67,494	51,801
St. Louis	70,785	70,123	68,523
St. Joseph	21,763	24,311	23,987
Sioux City	32,692	39,292	39,246
Oklahoma City	2,860	1,551	4,497
Indianapolis	34,860	35,101	34,865
Cincinnati	10,091	11,062	12,248
Milwaukee	7,747	6,298	4,569
Wichita	6,706	7,701	4,028
Denver	4,590	...	4,800
St. Paul	211	54	83
Total	369,952	415,120	372,364

Total 187,494 155,008 155,230

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Aug. 28, 1926, are reported officially as follows:

	Cattle	Calves	Hogs	Sheep
Jersey City	3,703	10,976	5,124	34,329
New York	2,678	1,493	...	10,674
Central Union	1,645	2,060	15,812	950
Total	8,026	15,130	20,936	45,953
Previous week	8,844	15,363	17,147	48,243
Two weeks ago	8,499	11,217	5,008	50,416

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Following last week's activity in the packer hide market trading continues good at steady prices, with largest buyers still out of the market. Prices have been established on all selections, excepting branded cows and extreme light Texas steers. Latter had not moved up to time of writing, as buyers and sellers are apart half a cent as to values. These two selections constitute chief holdings of packers, as most of their accumulations were disposed of in the recent activity and this week's trading. Around 50,000 hides moved during the week. Since some packers are well sold up on the best hides of the year, August take-off, there appears little ground for some buyers to hold off from purchasing and to expect lower prices shortly.

Spready native steers last sold at 17c; one-half cent is asked by some for more of this selection. Native steers 15c; extreme light native steers, 14½c; with a good demand prevailing on both of these selections. Heavy native cows last sold at 14½c for July-August take-off; light native cows 14c; native bulls offered at 10½c.

Butt branded steers last sold at 14c; heavy Texas steers 14c; light Texas quoted 13½c; extreme light Texas steers 13½c; Colorado steers sold mid-week at 13½c, sale involving 2,500. Branded cows quoted 13 to 13½c; branded bulls, 8 to 8½c. Buyers' ideas as to light Texas, branded cows and extreme light Texas steers are 12½c to 13c, while sellers are very firm at 13½c.

SMALL PACKER HIDES—Last Monday one packer sold 9,000 small packer hides at 14½c for all-weight native steers and cows, August take-off; on Tuesday another small packer sold 4,000 August production branded at 13½c. There are three killers unsold on their August hides, and one-quarter cent more is asked on these selections. Small packer native bulls last sold at 10½c for August. Branded bulls are quoted at 8 to 8½c.

COUNTRY HIDES—Country hides are firm, no doubt stimulated by recent packer hide trading. Dealers will not grant concessions asked by tanners on good quality hides. One car of extremes sold at 13½c, containing 5 per cent grubs. A car of buffs, free of grubs, sold at 11c. Dealers are now asking ¾c more for their extremes, with small percentage of grubs. All-weights are held at 10½c to 10¾c, with some asking 11c for good stock. Weights 25 to 50 lbs. held at 12½c to 13½c; while 60 lbs. and up at 9 to 9½c. Country branded hides 8½ to 8¾c; native bulls 7½ to 8c.

HIDE MOVEMENT—Receipts of hides at Chicago for week ending Aug. 28, 3,129,000 lbs.; previous week, 3,319,000 lbs.; same week, 1925, 2,610,000 lbs.; from Jan. 1 to Aug. 28, 113,564,000 lbs.; same period, 1925, 123,293,000 lbs.

Shipments of hides from Chicago for week ending Aug. 28, 4,314,000 lbs.; previous week, 4,475,000 lbs.; same week, 1925, 4,565,000 lbs.; from Jan. 1 to Aug. 28, 173,146,000 lbs.; same period, 1925, 158,669,000 lbs.

CALFSKINS—Packer calfskin market remains in a peculiar position. These sold last at 20½c and are now bid at 19c. No trading to record. Sellers asking last sale price, with buyers' views much lower. This selection will shortly be established as to prices when trading is effected.

City calfskins are practically in the same position, with last sale price of 18½c asked. No trading. Outside city calfskins are held at 17½ to 18c.

Packer kipskins are sold to first of September. Last sale price was at 19c for natives. One packer sold 4,000 overweights at 17c. Branded kip are held at 15 to 15½c. City kip are firm and quoted at 17c, the last sale price. Resalts lots are priced 15½ to 16c. Out side city kips priced around 16½ to 17c; countries 14 to 14½c. Regular packer slunks are sold up to September 1st at 90c. Hairless slunks are around 60c.

HORSEHIDES—Horsehides are quiet and weak. A car of mixed renderers was sold at \$4.50. Straight city renderers are held at \$4.50 to \$4.75; mixed lots \$4 to \$4.25; ponies and glues half price.

SHEEPSKINS—Packer shearlings are quoted at the last sale price of \$1.47½. Market is steady. Pickled skins, for packer straight run quoted at last sale price \$10.25. Blind ribbies \$10.75 last sale price. One car of samll packer shearlings sold at \$1.35.

PIGSKINS—Market is quiet. No. 1 pigskin strips 6 to 7c; No. 2's, inedible grades 4½ to 4¾c.

New York.

PACKER HIDES—One car of light average native steers sold early in the week at 15c. Market is closely sold up. August native bulls are held at 9½c. Pennsylvania packers are reported to have sold up their August production in line with prices established on recent sales in the Chicago small packer hide market. All-weight cows and steers sold at 13c; the larger small packers up to 13½c, with branded at 1c less.

COUNTRY HIDES—Trading in country hides continues quiet. Dealers are firm as to prices, as the packer hide trading has its stimulating effect. The call is for extremes.

CALFSKINS—New York city calfskins are closely sold up. Dealers show no inclination to shade prices. The 5-7's are quoted at \$1.70; 7-9's at \$2.00@\$2.05, and 9-12's at \$2.70@\$2.75.

SLAUGHTER REPORTS.

Special reports to the National Provisioner show the number of livestock slaughtered at the following centers for the week ending Aug. 28, 1926:

CATTLE.

	Week ending Aug. 28.	Cor. week.
Chicago	31,478	33,320
Kansas City	35,780	36,545
Omaha	22,087	22,520
East St. Louis	15,143	15,513
St. Joseph	9,856	7,652
Sioux City	9,176	9,378
Cudahy	1,213	...
Ft. Worth	8,059	6,052
Philadelphia	2,312	2,040
Indianapolis	3,911	4,182
Boston	1,498	1,476
N. Y. and Jersey City	10,294	7,839
Oklahoma City	4,706	4,203
Total	154,233	145,235

HOGS.

	Week ending Aug. 28.	Cor. week.
Chicago	90,300	96,000
Kansas City	16,043	23,973
Omaha	23,959	38,032
East St. Louis	24,218	27,622
St. Joseph	12,487	18,103
Sioux City	26,182	28,983
Cudahy	1,104	...
Ft. Worth	1,849	2,599
Philadelphia	13,779	12,803
Indianapolis	16,710	18,112
Boston	10,716	9,670
N. Y. and Jersey City	35,897	31,001
Oklahoma City	2,860	1,559
Total	288,815	309,059

SHEEP.

	Week ending Aug. 28.	Cor. week.
Chicago	53,037	47,192
Kansas City	24,148	17,961
Omaha	34,338	34,721
East St. Louis	15,645	10,035
St. Joseph	17,531	22,182
Sioux City	4,060	3,332
Cudahy	587	...
Ft. Worth	8,098	2,442
Philadelphia	7,111	5,605
Indianapolis	2,341	2,400
Boston	4,764	5,338
N. Y. and Jersey City	50,421	50,883
Oklahoma City	211	54
Total	217,939	204,124

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending August 26, 1926, with comparisons:

BUTCHER STEERS.

	Week ended Aug. 26.	Previous week.	Same week, 1925.
Toronto	\$ 8.00	\$ 8.00	\$ 8.15
Montreal (W)	7.00	7.00	7.50
Montreal (E)	7.00	7.00	7.50
Winnipeg	6.75	7.00	6.00
Calgary	6.25	6.25	5.85
Edmonton	6.25	6.25	6.00

VEAL CALVES.

	Week ended Aug. 26.	Previous week.	Same week, 1925.
Toronto	\$13.50	\$13.00	\$12.00
Montreal (W)	10.00	10.00	9.00
Montreal (E)	10.00	10.00	9.00
Winnipeg	9.00	10.00	8.00
Calgary	6.00	6.00	5.75
Edmonton	7.00	7.00	5.50

SELECT BACON HOGS.

	Week ended Aug. 26.	Previous week.	Same week, 1925.
Toronto	\$13.98	\$14.28	\$15.63
Montreal (W)	14.00	14.00	14.50
Montreal (E)	14.00	14.00	14.50
Winnipeg	13.20	13.20	14.70
Calgary	14.30	14.18	14.30
Edmonton	14.02	13.47	14.30

GOOD LAMBS.

	Week ended Aug. 26.	Previous week.	Same week, 1925.
Toronto	\$15.00	\$15.00	\$14.00
Montreal (W)	13.00	13.30	12.50
Montreal (E)	13.00	13.50	12.50
Winnipeg	12.50	12.25	11.00
Calgary	12.00	12.00	12.25
Edmonton	11.25	11.00	12.00

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending September 4, 1926, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Sept. 4, '26.	Week ending Aug. 28, '26.	Cor. week, 1925.
Spready native steers	@17n	@17n	18½@19c
Heavy native steers	@15	@15	17½@18c
Heavy Texas steers	@14	@14	@16
Heavy but branded steers	@14	@14	@16½c
Heavy Colorado steers	@13½	@13½ax	@15c
Ex-Light Texas steers	13	13½ax	@14½n
Branded cows	130@13½ax	130@13½ax	@14
Heavy native cows	@14½	14½@14½ax	@17½
Light native cows	@14	@14	@15½c
Native bulls	10@10½	10@10½	@13½c
Branded bulls	8½@9	8@9x	@11½c
Calfskins	10@20½ax	10@20½ax	@22½c
Kips, over't.	6½c	6½c	@21c
Kips, branded	6½c	6½c	@16½c
Slunks, regular	6½c	6½c	@10c
Slunks, hairy	6½c	55	50@60c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Sept. 4, '26.	Week ending Aug. 28, '26.	Cor. week, 1925.
Natives, all weights	@14½c	@14c	@16c
Br. hds.	@13½c	@13c	@14½c
Bulls, native	@10c	@10c	@13c
Branded bulls	8@8½c	8@8c	8@10c
Calfskins	17½@18½c	17½@18½c	@18½c
Kips	10@17c	10@17c	@17½c
Bulls, regular	10@17c	10@17c	@17½c
Br. lambs	7½@8c	7½@8c	10½@15c
Bulls, hairy	7½@8c	7½@8c	10½@15c
Calfskins	14@14½c	14@14½c	18@17c
Kips	13@13½c	13@13½c	14@15c
Lift Cal.	\$0.90@0.95	\$0.90@0.95	\$1.10@1.15
Deacons	\$0.90@0.95	\$0.90@0.95	\$1.00@1.05
Slunks, regular	\$0.90@0.95	\$0.90@0.95	\$0.90@1.00
Slunks, hairy	\$0.15@0.25	\$0.15@0.25	\$0.30@0.40
Horsehides	\$4.00@5.00	\$4.00@5.00	\$4.50@5.50
Hogskins	\$0.30@0.35	\$0.30@0.35	\$0.30@0.35

SHEEPSKINS.

	Week ending Sept. 4, '26.	Week ending Aug. 28, '26.	Cor. week, 1925.
Packer lambs	@2.45	@2.45	
Pkrs. shearlings	6½@4.75	6½@4.75	\$1.75@1.80
Dry pelts	\$0.22@0.25	\$0.22@0.25	\$0.30@0.33

ICE AND REFRIGERATION

ICE NOTES.

Western Ice & Cold Storage Company plans to build a new 10-ton ice storage plant in Seminole, Okla.

The city ice plant in Jennings, La., has been sold to the Louisiana Electric Company, Inc., of Lake Charles, La.

It is reported that Daniel and Smith, of Birmingham, Ala., plan to establish an ice plant in Goodwater, Ala.

The old Hill property in Afton, Okla., has been sold to the Public Service Company, which will erect an electrically equipped and operated ice storage plant on it.

Commerce Ice & Bottling Company has been incorporated in Commerce, Tex., by Charles Muller and J. G. Muller.

New Ice Company plans to erect a new

60-ton ice plant at 601 Burnett street, Wichita Falls, Tex., at a cost of around \$100,000.

ICING CARS BY ELECTRICITY.

A new line of electric refrigerator cars was established recently by the Chicago, North Shore & Milwaukee Railroad, an electric line running between Chicago and Milwaukee, Wis. This is the first regular service of this kind ever undertaken by a railroad in this country, it is said.

The cars used in this new service were built especially for the North Shore line. They are equipped with ammonia compressor, ammonia condenser and water-cooling apparatus, all operated by electricity. Thermostatic control devices maintain an even temperature in the cars.

FOREIGN TRADE NEWS.

(Continued from page 24.)

smelted fat. Article 71 of the Dutch regulations reads: "The marking for smelted fat intended for exportation to England consists of a label of grey paper of 9 by 16 centimeters, drawn up as follows: Kingdom of the Netherlands, veterinary service, I hereby certify this package contains lard derived from animals which were free from disease at the time of slaughter and rendered, prepared, and packed with all necessary precautions for the prevention of damage to public health."

PACKAGED FOODS IN MEXICO.

The new sanitary code of Mexico requires that packages of food stuff must bear a label stating such data as required by law (whether the article is artificially colored, flavored, or adulterated, etc., name of manufacturer, location of factory, and name and commercial address of the importer if the article is imported. The new Mexican code is on file in the Division of Foreign Tariffs and further information may be obtained from that source.

BRITISH SHORT WEIGHT BILL.

The Short Weight Bill, known as the Sale of Food (weights and measures) Bill, introduced into the House of Lords in Great Britain, contains several items of interest to American exporters. The foods listed include bacon, ham, lard, suet, and margarine.

It is prescribed that foods are not to be sold where they are pre-packed, unless made up for sale in quantities of 2, 4, 8 and 12 ounces, and 1 pound or multiples of 1 pound, and the containers shall bear a label giving the net weight of the article contained.

It is proposed that the act shall come into operation on October 1, but at least six months' notice will be given to the trade.

GERMAN MEATS IN FRANCE.

An official cable from Paris, France, states that the minimum schedule of the French customs tariff is conceded to a number of German products, including cattle, hogs, and meat products. The admission of some of these at the minimum rates is limited by quota.

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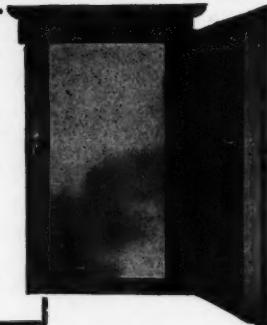
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Cleveland—1300 W. 9th St.
Cincinnati—Cin. Term. W. H. Bldg.
Pittsburgh—1331 Penn Ave.
Milwaukee, Wis.—Federal Asbestos
& Cork Insulation Co., Agent

Chicago Section

C. M. Bell, of Powers-Begg & Co., Jacksonville, Ill., made a trip to Chicago this week.

C. E. Olsen, manager of the Kansas City office of Sterne & Son Co., was in Chicago this week calling at headquarters.

A. J. McCoy, new manager of the Cotton Products Brokerage Co., Oklahoma City, Okla., was a caller in Chicago this week.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., was in the city early in the week.

H. McDowell, manager of the Moultrie, Ga., plant of Swift & Company, was in the city during the week, calling at the main office.

A. E. Cross, of Cross, Roy, Eberhart & Harris, returned to his desk this week after a sojourn at the hospital due to a foot infection.

One of the best-known packinghouse brokers in the Northwest, W. J. Lake, of Seattle, Wash., spent a few days in the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 45,208 cattle, 11,346 calves, 53,871 hogs and 53,938 sheep.

W. G. Jamieson, of the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce, was a Chicago visitor early in the week.

"Big Boy" Busse, of the Davidson Commission Company, is touring into the country this week to get first hand information on the hog and cattle situation.

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Curing, etc. You profit by Our 25 Years' Experience.
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D. I. Davis and Associates
624 South Michigan Avenue
CHICAGO, ILL.

Fred Dryfus, of the Dryfus Packing & Provision Co., Lafayette, Ind., was in the city this week. It's been a long time since Fred has honored us with a visit.

called here by the death of his mother, 81 years of age, and long a resident of Chicago.

Robert Mair, head of the foreign department of Swift & Company, is at home again after a residence of several years in Great Britain. Bob is glad to be home again, and his host of friends in the industry are delighted to see him again.

H. P. Hale of Boston, the widely-known packinghouse broker, who is on a tour abroad with his family, writes from Cairo, Egypt, that his nine weeks' Mediterranean cruise has included the Holy Land, Syria and Egypt, and that Cairo is a most alluring city.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending Saturday, August 28th, 1926, on shipments sold out were as follows: Cows, common to good, 9.50@13.50c; steers, common to medium, 14@15.50c; steers, good to choice, 16@18.50; and averaged 13.66 cents a pound.

Vice-president D. P. Cosgrove, of the well-known brokerage firm of Sterne & Son Co., reached the city late in the week from a most delightful vacation spent in the Canadian wilds. Mr. Cosgrove went "back to nature" on an island well up in the woods, where he was 45 miles from the nearest telegraph office, and got mail only every third day.

J. Moog, senior vice-president of Godchaux Sugars, Inc., New Orleans, and former vice-president of Wilson & Company, arrived in Chicago this week for a visit among old friends and associates. Mr. Moog's development of a special curing sugar for packers is only one of his many activities since his removal to New Orleans. This Godchaux packers' curing sugar has proved an immediate success and is being widely introduced in the trade.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Meat Trade Movies—No. 66



A PICTURE NO ARTIST COULD PAINT
The "Meat Trade Movie" cartoonist couldn't do it justice, either. But the camera tells no lies.

Here is Ernest Bloss, the famous superintendent of the Jacob Dold Packing Co., Wichita, Kas., increasing the consumption of Kansas' most famous product—next to hogs! And you can see it's no hog corn, either, but the kind you like to smear clear up to your ears.

The picture is reproduced through the courtesy of the Wichita Beacon, whose editor forgot to tell us what was in the glass. And in Kansas, too!

O. E. Anderson, of the V. D. Anderson Company, Cleveland, Ohio, manufacturers of the famous Anderson expeller press, was in Chicago this week visiting the trade.

Provision shipments from Chicago for the week ending Aug. 28, 1926, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
Cured meats, lbs.	15,124,000	19,699,000	17,714,000
Fresh meats, lbs.	32,828,000	33,995,000	42,763,000
Lard, lbs.	5,998,000	6,389,000	9,252,000

Wm. A. Johns, general manager, Swift & Company, Jersey City, N. J., was in Chicago this week on a sad errand. He was

Packing House Products

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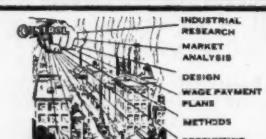
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Boneless Beef—Ref. Lard—Cured Pork
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Staves: Made from quartered white oak, 1" thick before dressed.
Bottoms: Made from pine, 1 1/2" thick when dressed.
Hoops: 5 galvanized hoops, 2" wide, No. 14 gauge.
Capacity: 700 lbs. to 1,500 lbs.
Size: Standard 1,500 pound hoghead, 41 1/2" staves, 45" bung diameter.

Hauser-Stander Tank Company

Spring Grove and Ammen St.

Cincinnati

Ohio

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Aug. 31, 1926, with comparisons are announced as follows by the Chicago Board of Trade:

Aug. 31, July 31, Aug. 31,
1926. 1926. 1925.

Mess pork, new, made since Oct. 1, '25, brls.	428	324	912
Other kinds of brd. pork, brls.	21,105	20,753	19,718
P. S. lard, made since Oct. 1, '25, lbs.	59,967,441	54,451,686	46,733,557
Other kinds of lard, 12,746,210 lbs.	13,206,204	5,599,582	
S. R. middles, made since Oct. 1, '25, lbs.	8,204,525	3,075,129	4,296,180
D. S. cl. bellies, made since Oct. 1, '25, lbs.	21,146,482	18,862,497	15,779,955
D. S. rib bellies, made since Oct. 1, '25, lbs.	4,970,677	4,056,505	7,899,173
Ex. sh. cl. middles, made since Oct. 1, '25, lbs.	772,114	738,555	2,051,564
Ex. sh. rib middles, lbs.	31,500	41,700	168,619
D. S. sh. fat backs, lbs.	3,300	17,000	
D. S. sh. hams, lbs.	5,603,958	8,209,457	2,551,519
D. S. sh. hams, lbs.	9,559	15,949	26,176
S. P. hams, lbs.	10,803,082	22,156,677	28,121,380
S. P. skd. hams, lbs.	14,899,384	11,427,517	20,950,534
S. P. bellies, lbs.	11,015,832	12,415,567	11,084,740
S. P. Boston shdhrs., lbs.	8,707,178	7,380,588	10,118,740
S. P. shdhrs., lbs.	228,343	271,078	158,560
Other cuts of meats, lbs.	12,735,828	11,706,744	7,379,562
Total cut meats, lbs.	103,192,362	100,374,963	110,786,632

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaud.)

New York, Sept. 1, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins 35-36c; green hams, 8-10 lbs., 29c; green hams, 10-12 lbs., 28c; green hams, 12-14 lbs., 27c; green picnics, 4-6 lbs., 19c; green picnics, 6-8 lbs., 17c; green clear bellies, 6-8 lbs., 29c; green clear bellies, 8-10 lbs., 28c; green clear bellies, 10-12 lbs., 27 1/2c; green clear bellies, 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 24c; S. P. bellies, 8-10 lbs., 25c; S. P. bellies, 10-12 lbs., 25c; S. P. bellies, 12-14 lbs., 24c; S. P. hams, 8-10 lbs., 29c; S. P. hams, 10-12 lbs., 28c; S. P. hams, 12-14 lbs., 27c; S. P. hams, 18-20 lbs., 29c; city dressed hogs, 22 1/4c; city steam lard, 15 1/2@15 1/2c; compounds 14@14 1/2c.

What are the specifications for the various grades of grease? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

DEATH OF F. W. STEUSLOFF.

Fred W. Steusloff, president of the Valley Packing Company, Salem, Ore., and one of its managers, passed away suddenly with heart trouble on August 19. Mr. Steusloff went to Salem from Pendleton, Ore., 34 years ago, and established his meat market on North Commercial street, and had been active in business and civic circles ever since.

Fred W. and W. H. Steusloff established the retail meat business of Steusloff Bros., Inc., and in 1919, together with Curtis B. Cross and other Salem citizens, organized the Valley Packing company, said to be the leading institution of its kind in Oregon, outside of Portland.

The company is a member of the Institute of American Meat Packers and Mr. Steusloff was an enthusiastic booster for all association activities. His death was a shock to his friends in the trade, both on the Coast and elsewhere, especially as there had been no indication of ill-health.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 23.....	19,040	8,194	35,291	19,763
Tues., Aug. 24.....	10,625	2,103	21,462	15,514
Wed., Aug. 25.....	16,349	2,754	15,354	15,949
Thur., Aug. 26.....	11,780	2,856	23,684	17,362
Fri., Aug. 27.....	2,207	1,067	15,113	16,065
Sat., Aug. 28.....	580	838	1,000	2,367

	Totals this week	12,905	111,913	95,240
Previous week	60,581	8,194	35,291	19,763
Year ago	64,184	11,834	117,722	78,445
Two years ago	51,600	12,531	102,536	87,991

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 23.....	5,785	326	6,801	3,808
Tues., Aug. 24.....	3,515	20	4,546	6,804
Wed., Aug. 25.....	4,455	153	4,137	7,331
Thur., Aug. 26.....	3,701	10	4,177	7,750
Fri., Aug. 27.....	1,389	11	5,860	11,318
Sat., Aug. 28.....	328	3	532	3,043

	Totals last week	19,373	26,523	40,043
Previous week	18,890	616	23,224	28,116
Year ago	18,399	1,623	26,787	31,146
Two years ago	23,772	249	25,870	40,222

Receipts at Chicago Stock Yards thus far this year to Aug. 28, with comparative totals:

	1926.	1925.
Cattle.....	1,987,192	1,528,022
Calves.....	524,972	509,554
Hogs.....	4,680,054	5,427,293
Sheep.....	2,613,851	2,501,292

Combined weekly hog receipts at eleven markets for week ending Aug. 28, with comparisons:

	Week.	Year to date.
Week ending Aug. 28.....	393,000	17,642,000
Previous week.....	454,000	
1925.....	414,000	20,591,000
1924.....	505,000	25,586,000
1923.....	587,000	25,098,000
1922.....	471,000	19,060,000

Combined receipts at seven markets for the week ending Aug. 28, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Aug. 28.....	233,000	333,000	288,000
Previous week.....	241,000	373,000	247,000
1925.....	243,000	358,000	241,000
1924.....	241,000	401,000	301,000
1923.....	315,000	468,000	240,000
1922.....	252,000	362,000	237,000

Combined receipts at seven points for 1926 to Aug. 28, 1926, with comparisons:

	Cattle.	Hogs.	Sheep.
1926.....	6,633,000	15,096,000	6,882,000
1925.....	6,487,000	17,554,000	6,416,000
1924.....	6,481,000	21,201,000	6,468,000
1923.....	6,718,000	20,768,000	6,491,000
1922.....	6,297,000	15,514,000	6,202,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.
Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number received.	weight lbs.	Prices—
*This week	111,900	276	\$14.25 \$11.50
Previous week	117,722	277	14.10 11.65
1925	102,536	232	13.50 11.90
1924	124,200	242	10.24 9.25
1923	127,685	232	9.70 8.70
1922	124,220	233	9.90 8.10
1921	100,123	237	10.10 8.25
Av. 1921-1925	126,000	249	\$10.70 \$9.20

*Receipts and average weights for week ending Aug. 28, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week ending Aug. 28.....	9.65	\$11.50	\$ 5.75 \$14.65
Previous week	9.20	11.65	6.00 13.95
1925	11.80	11.90	7.25 14.65
1924	9.20	9.25	5.75 13.35
1923	10.82	8.40	7.65 13.30
1922	9.82	8.10	6.75 12.70
1921	8.50	8.25	8.75 8.10
Av. 1921-1925	\$10.05	\$ 9.20	\$ 6.25 \$12.40

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Aug. 28.....	41,600	83,400	57,400
Previous week	45,294	94,498	50,329
1925	33,450	75,749	56,845
1924	37,994	90,111	62,796
1923	43,724	116,512	62,476

*Saturday, Aug. 28, estimated.

Chicago packers' hog slaughters for the week ending Aug. 28, 1926.

Armour & Co.	.....	9,200
Swift & Co.	.....	9,200
Hammond Co.	.....	3,000
Morrison & Co.	.....	6,000
Wilson & Co.	.....	7,000
Boyd-Lunham	.....	3,400
Western Packing Co.	.....	8,000
Roberts & Oak.	.....	5,400
Miller & Hart.	.....	4,000
Independent Packing Co.	.....	4,500
Brennan Packing Co.	.....	5,500
Agar Packing Co.	.....	2,800
Others	.....	20,500

Total \$9,200

Previous week \$6,900

1925 75,900

1924 109,400

1923 122,300

(For Chicago livestock prices see page 45.)

September 4, 1926.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
September 2, 1926.

Green Meats.

Regular Hams—

8-10 lbs. avg.	@26%
10-12 lbs. avg.	@26
12-14 lbs. avg.	@25%
14-16 lbs. avg.	@25%
16-18 lbs. avg.	@23
18-20 lbs. avg.	@23

Skinned Hams—

14-16 lbs. avg.	@25%
16-18 lbs. avg.	@24%
18-20 lbs. avg.	@22
20-22 lbs. avg.	@17%
22-24 lbs. avg.	@15%
24-26 lbs. avg.	@15%
26-30 lbs. avg.	@15

Picnics—

4-6 lbs. avg.	@18%
6-8 lbs. avg.	@15%
8-10 lbs. avg.	@14%
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14

Bellies—(Square cut and seedless)

6-8 lbs. avg.	@30
8-10 lbs. avg.	@27%
10-12 lbs. avg.	@25%
12-14 lbs. avg.	@23%
14-16 lbs. avg.	@22%

Pickled Meats.

Regular Hams—

8-10 lbs. avg.	@27%
10-12 lbs. avg.	@27
12-14 lbs. avg.	@25%
14-16 lbs. avg.	@24%
16-18 lbs. avg.	@24%
18-20 lbs. avg.	@26%

Boiling Hams—(house run)

16-18 lbs. avg.	@26%
18-20 lbs. avg.	@26%
20-22 lbs. avg.	@25%

Skinned Hams—

14-16 lbs. avg.	@28%
16-18 lbs. avg.	@28
18-20 lbs. avg.	@27%
20-22 lbs. avg.	@23
22-24 lbs. avg.	@22
24-26 lbs. avg.	@21 1/2
26-30 lbs. avg.	@20 1/2

Picnics—

4-6 lbs. avg.	@18%
6-8 lbs. avg.	@15%
8-10 lbs. avg.	@14%
10-12 lbs. avg.	@14%
12-14 lbs. avg.	@14

Bellies—(square cut and seedless)

6-8 lbs. avg.	@20%
8-10 lbs. avg.	@27 1/2
10-12 lbs. avg.	@25 1/2
12-14 lbs. avg.	@23
14-16 lbs. avg.	@22 1/2

Dry Salt Meats.

Extra short clears, 35/45.	@15%
Extra short ribs, 35/45.	@15%
Regular plates, 6-8.	@13%
Clear plates, 4-6.	@12
Jowl butts.	@11%

Fat Backs—

8-10 lbs. avg.	@12
10-12 lbs. avg.	@12 1/2
12-14 lbs. avg.	@12 1/2
14-16 lbs. avg.	@12
16-18 lbs. avg.	@13 1/2
18-20 lbs. avg.	@13 1/2
20-25 lbs. avg.	@13 1/2

Clear Bellies—

14-16 lbs. avg.	@20
16-18 lbs. avg.	@19 1/2
18-20 lbs. avg.	@19
20-25 lbs. avg.	@17 1/2
25-30 lbs. avg.	@17 1/2
30-35 lbs. avg.	@17 1/2
35-40 lbs. avg.	@17
40-50 lbs. avg.	@16%

PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

THE NATIONAL PROVISIONER

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Sept. 2, 1926, with comparisons, were as follows:

	Week ending Sept. 2.	Prev. week.	Cor. week.
Armour & Co.	4,753	8,945	7,635
Anglo-Amer. Prov. Co.	585	399	3,154
Swift & Co.	6,308	9,376	7,692
G. H. Hammond Co.	2,192	3,806	3,981
Morrin & Co.	3,582	8,260	5,404
Wilson & Co.	6,276	7,242	7,512
Boyd-Lunham Co.	2,457	3,668	5,065
Western Pkg. & Prov. Co.	9,035	8,319	6,900
Miller & Huelsman	4,074	4,691	3,226
Independent Packing Co.	3,082	4,408	4,427
Brennan Packing Co.	3,450	5,079	3,814
Agar Packing Co.	2,000	2,400	1,100
Total	52,114	72,143	66,258

CHICAGO RETAIL FRESH MEATS.

Beef.

No. 1	No. 2.	No. 3.
25	22	12
38	28	20
410	35	20
45	35	20
50	37	25
50	37	18
28	25	18
24	22	18
24	22	10
25	22	18

Lamb.

Good.	Com.
50	30
50	35
20	15
25	25
60	30

Mutton.

28	34
28	32
24	26
20	22
33	35

Veal.

28	38
18	24
24	30
14	18
12	24

Butchers' Offal

28	6
18	24
24	30
14	18
12	24

CURING MATERIALS.

	Bbls.	Barrels.
Nitrite of Soda, 1. c. 1. Chicago.	9%	6%
Double refined saltpetre, gran., 1. c. 1.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4%
Crystals	5%	5
Kegs, 100@130 lbs., 1c more.	9	8 1/2
Boric acid, in carloads, powdered, in bbls.		
Crystal to powdered, in bbls., in 5-ton lots or more.	9%	9%
In bbls. in less than 5-ton lots.	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f. o. b. Chicago		
bulk		\$7.00
Medium, car lots, per ton, f. o. b. Chicago		
bulk		9.10
Rock, car lots, per ton, f. o. b. Chicago		8.30
Sugar—		
Raw sugar, 96 basis		@4.50
Second sugar, 90 basis		3.05@4.00
Syrup, testing 63 and 65 combined sucrose and invert		@31
Standard granulated f. o. b. refiners (2%)		@5.70
Packers' curing sugar, bags, f. o. b. Reserve, La.		5.10@5.20

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,	
	Sept. 4.	1925.	
Prime native steers.....	17 @18 1/2	18 @23	
Good native steers.....	17 @17	17 @20	
Medium steers.....	14 @16	12 @18	
Heifers, good.....	13 @18	13 @20	
Cows.....	10 @14	6 @13	
Hind quarters, choice.....	23	30	
Fore quarters, choice.....	14	17	

Beef Cuts.

Steer Loins, No. 1.....	29	49	
Steer Loins, No. 2.....	27	43	
Steer Short Loins, No. 1.....	38	56	
Steer Short Loins, No. 2.....	34	52	
Steer Loin Ends (hips).....	22	31	
Steer Loin Ends, No. 1.....	22	30	
Cow Loins.....	21	20	
Cow Short Loins.....	27	26	
Cow Loin Ends (hips).....	17	16	
Steer Ribs, No. 1.....	20	33	
Steer Ribs, No. 2.....	20	30	
Cow Ribs, No. 1.....	16	16	
Cow Ribs, No. 2.....	16	16	
Cow Ribs, No. 3.....	11	10	
Steer Rounds, No. 1.....	17 1/2	18	
Steer Rounds, No. 2.....	17	17	
Steer Chuck, No. 1.....	12	13	
Steer Chuck, No. 2.....	11 1/2	12	
Cow Rounds.....	15	13	
Cow Chuck.....	10 1/2	8	
Steer Plates.....	9	12 1/2	
Medium Plates.....	8	12	
Briskets, No. 1.....	14	18	
Briskets, No. 2.....	12	14	
Steer Naval Ends.....	7	8	
Cow Naval Ends.....	7	5 1/2	
Fore Shanks.....	6 1/2	5 1/2	
Hind Shanks.....	6 1/2	5	
Strip Loins, No. 1, boneless.....	50	65	
Strip Loins, No. 2.....	45	60	
Strip Loins, No. 3.....	35	40	
Sirloin Butts, No. 1.....	28	36	
Sirloin Butts, No. 2.....	25	25	
Sirloin Butts, No. 3.....	15	18	
Beef Tenderloins, No. 1.....	65	75	
Beef Tenderloins, No. 2.....	60	65	
Rump Butts.....	18	17	
Flank Steaks.....	14	17	
Shoulder Clos.....	18	15	
Hanging Tenderloins.....	10	10	

Beef Products.

Brains (per lb.).....	9 @10	6 @ 8	
Hearts.....	12	8	
Tongues.....	20 1/2 @33	20 @30	
Suet threads.....	36	35	
Ox-Tail per lb.....	2 @ 8	5 @ 6	
Fresh Tripe, plain.....	4	4	
Fresh Tripe, H. C.....	6 1/2	6 1/2	
Livers.....	9 1/2 @13	7 @12 1/2	
Kidneys, per lb.....	10 @10 1/2	1/2 @10	

Veal.

Choice Carcass.....	23 @24	18 @21	
Good Carcass.....	20 @22	15 @19	
Good Saddles.....	28 @32	22 @30	
Good Backs.....	16 @17	12 @14	
Medium Backs.....	10 @14	6 @ 9	

Veal Products.

Brains, each.....	11	9 @10	
Sweetbreads.....	50 @60	58 @60	
Calf Livers.....	41	30 @31	

Lamb.

Choice Lamb.....	29 @30	29 @29	
Medium Lambs.....	26 @28	26 @26	
Choice Saddles.....	33 @34	32 @32	
Medium Saddles.....	28 @30	30 @30	
Choice Fores.....	23	25 @25	
Medium Fores.....	21	23 @23	
Lamb Fries, per lb.....	32	31 @31	
Lamb Tongues, each.....	13	13 @13	
Lamb Kidneys, per lb.....	25	25 @25	

Mutton.

Heavy Sheep.....	8 @ 9	8 @ 8	
Light Sheep.....	12 @14	12 @12	
Heavy Saddles.....	12	12 @12	
Light Saddles.....	18	18 @18	
Heavy Fores.....	8	7 @ 7	
Light Fores.....	14	13 @13	
Button Legs.....	20	20 @16	
Button Loins.....	18	16 @16	
Button Stew.....	9	9 @ 9	
Sheep Tongues, each.....	13	13 @13	
Sheep Heads, each.....	10	10 @10	

Fresh Pork, Etc.

Dressed Hogs.....	25	18	
Pork Loins, 8@10 lbs. avg.....	32	30 @32	
Hams.....	29	25	
Bellies.....	29	28	
Calas.....	20	16 @17 1/2	
Skinned Shoulders.....	17 1/2 @18	18 @19	
Tenderloins.....	45 @47	50 @50	
Spare Ribs.....	12 1/2 @13 1/2	13 @14	
Leaf Lard.....	15 1/2	19 @19	
Buck Fat.....	15	16 @16	
Buts.....	23 @24	23 @24	
Hocks.....	15	12 @12	
Tails.....	14 @15	11 @11	
Neck Bones.....	3 1/2 @4 1/2	12 @12	
Tail Bones.....	9	9 @ 9	
Slip Bones.....	9	9 @ 9	
Blade Bones.....	13	13 @13	
Pigs' Feet.....	6	5 1/2 @ 5 1/2	
Kidneys, per lb.....	9	8 @ 8	
Livers.....	5	5 @ 5	
Brains.....	15	8 @ 8	
Ears.....	9	8 @ 8	
Snouts.....	8	8 @ 8	
Heads.....	10	9 @ 9	

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	29		
Country style sausage, fresh, in links.....	21		
Country style sausage, fresh, in bulk.....	19		
Country style sausage, smoked.....	26		
Mixed sausage, fresh.....	11		
Frankfurts in pork casings.....	22		
Frankfurts in sheep casings.....	24		
Bologna in beef bungs, choice.....	18 1/2		
Bologna in beef middles, choice.....	17		
Liver sausage in hog bungs.....	23		
Liver sausage in beef rounds.....	14		
Hog bungs.....	20		
New England luncheon specialty.....	24		
Liberty luncheon specialty.....	17		
Minced luncheon specialty.....	17		
Tongue sausage.....	26		
Blood sausage.....	19		
Polish sausage.....	18		
Souse.....	18		

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54		
Cervelat, new condition, in hog bungs.....	24		
Thuringer Cervelat.....	27		
Farmer.....	32		
Holsteiner.....	31		
B. C. Salami, choice.....	50		
Milano Salami, choice, in hog bungs.....	50		
B. C. Salami, new condition.....	27		
Friases, choice, in hog middles.....	45		
Ganca style Salami.....	58		
Pepperoni.....	45		
Mortadella, new condition.....	27		
Capicollie.....	50		
Italian style hams.....	48		

SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	7.00		
Small tins, 2 to crate.....	5.50		
Large tins, 1 to crate.....	8.50		
Small tins, 1 to crate.....	10.00		
Frankfurt style sausage in sheep casings.....	7.50		
Large tins, 1 to crate.....	10.00		
Frankfurt style sausage in pork casings.....	7.50		
Small tins, 2 to crate.....	9.50		
Large tins, 1 to crate.....	11.00		
Smoked link sausage in pork casings.....	7.50		
Small tins, 2 to crate.....	9.00		

SAUSAGE MATERIALS.

Regular pork trimmings.....	10 @10 1/2		
Special lean pork trimmings.....	17 1/2		
Extra lean pork trimmings.....	18 1/2 @19		
Neck pork trimmings.....	13 @13 1/2		
Pork cheek meat.....	9 1/2 @9 1/2		
Pork hearts.....	7		
Boneless chuck.....	11 1/2		
Fancy boneless bulg meat (heavy).....	9 1/2 @9 1/2		
Shank meat.....	9 @ 9		
No. 1 beef trimmings.....	8 1/2 @8 1/2		
Beef hearts.....	7 @ 7		
Beef cheeks, trimmed.....	8 @ 8		
Dr. canner cows, 300 lbs. and up.....	8 @ 8		
Dr. cutters, 400 lbs. and up.....	8 1/2 @8 1/2		
Dr. bologna bulls, 500-700 lbs.....	9 1/2 @9 1/2		
Beef tripe.....	3 1/2 @4 1/2		
Cured pork tongues (can. trm.).....	17 1/2 @18		

(These are prices to wholesalers, or material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 150 sets per tierce, per set.....	270		
Bovine rounds, domestic, 140 sets per tierce, per set.....	260		
Beef rounds, export, 225 sets per tierce, per set.....	210		
Beef middles, 110 sets, per tierce, per set.....	205		
Beef bungs, No. 1, 400 pieces per tierce, per piece, per piece.....	200		
Beef bungs, No. 2, 400 pieces per tierce, per piece, per piece.....	185		
Beef weasands, No. 1, per piece.....	25		
Beef weasands, No. 2, per piece.....	25		
Beef bladders, medium, per dozen.....	25		
Beef bladders, large, per dozen.....	25		
Hog casings, narrow, per lb. f. o. b. 100 yds.....	2.75		
Hog casings, narrow, per lb. f. o. b. 200 yds.....	2.75		
Hog middles, without cap, per set.....	2.75		
Hog middles, with cap, per set.....	2.75		
Hog bungs, export, per set.....	2.75		
Hog bungs, large prime.....	2.75		
Hog bungs, medium.....	2.75		
Hog bungs, small prime.....	2.75		
Hog bungs, narrow.....	2.75		
Hog stomachs, per piece.....	2.75		

HOGSTADS AND GREASES.			
Edible tallow, under 2% acid, 45 titre.....	9 1/2 @9 1/2		
Prime packers tallow.....	9 1/2 @9 1/2		
Extra tallow, strained.....	12 1/2 @13		
Extra tallow, oil.....	12 @12		
Extra tallow, 1% acid, 45 titre.....	10 @10		
No. 1 tallow, 1% acid, 45 titre.....	11 @11		
No. 2 tallow, basis 40% f. o. b. 40 titre.....	11 @11		
Choice white grease, max. 4% acid, loose, Chicago.....	9 @ 9		
Yellow grease, 12-15 f. o. b. 100 yds.....	7 1/2 @7 1/2		
Brown grease, 40 f. o. b. 100 yds.....	6 1/2 @6 1/2		

OLEO OIL AND STEARINE.

(F. O. B. CHICAGO.)

OLEO OIL, extra.....

OLEO stock.....

Prime No. 1 oleo oil.....

Prime No. 2 oleo oil.....

Retail Section

Making Collections

How Meat Retailer Can Make Slow Accounts Settle Up

One of the biggest problems the meat retailer has to face is collecting the money due him on his charge accounts.

In this day of installment buying many people pay their installments first and their butcher last. And often he is many months getting what is due him.

The big thing, of course, is to get the money without losing the good will of the customer. For even the deadliest "dead beat" has his friends, who may be good risks, and he can very easily turn them against the dealer who is not tactful.

In the following article, written by one who has made a study of collection methods, some effective ways to get the money are told about, and a series of five very good collection letters will be given in the next installment.

Read the article and see if it won't help you in your collections.

How They Get the Money

By Frank Farrington.

Different merchants have different methods of going after the money due from slow-paying debtors.

One wise merchant says, "Our first step in collection is to have the time of payment and the length of credit understood with the customer when the purchase is made.

Three Steps in Collecting.

"Our second step is mailing of the bill at the time agreed upon for payment.

"Our third step is to send one of our force to ask payment in person. If payment is not made on the first call, a promise is secured for a date of settlement and our man is right there on the date to get the money or a new promise. Personal work gets the money."

Said another merchant who, after being in business for 20 years, estimated his credit losses at less than one-half of one per cent of the total credit business, "I trust almost anyone for a small amount for a short time, but no one gets into me for any substantial sum until I feel perfectly sure he is good for it.

Learn to Say "No."

"My rule for preventing losses on bad accounts is 'Learn to say no'."

How shall clerks handle applications for credit from new customers who apply when the proprietor is absent?

Since the clerks cannot be expected to have adequate knowledge of the situation and since they do not want to and should not be expected to assume responsibility for credit so extended, the best rule is that of a merchant who tells his clerks to say that they have no authority to open any new accounts; that their instructions, in

fact, are not to do so in the absence of the manager.

No sensible customer will find any fault with such a ruling, especially if the clerk promises to take up the matter with the manager as soon as he comes in, and deliver the merchandise wanted if credit is extended.

Credit Limit for Each Account.

"Practically every customer receiving credit at my store has a credit limit and that limit is named on his account record so it may be noted by the clerk who makes a sale. If there is no limit, that fact is stated.

"Since we follow an accounting system that gives every man's account up to date at a glance, it is easy to discover what may be done in extending credit to anyone who already has an account." That is what one merchant said.

In the days when well-to-do people had no thought of settling their store bills more than three or four times a year the merchant who started to mail bills the first of each month found that he made some customers angry and they threatened to pay up and quit buying from him. Less explanation is needed today when bills are habitually sent on the first of the month by so many concerns, if not by most.

Send Statement on the First.

The first of the month comes very quickly after purchases made during the preceding month and sometimes it does not seem worth while to send a bill so soon. But it pays to stick to the rule and

keep customers informed as to just what they owe you.

The sending of a bill or a statement, however, is not to be regarded as a sufficient reminder of the indebtedness. Some merchants send statements month after month and do nothing more.

There are customers who are good who pay little heed to mailed statements. They pay quickly when you go after the money. Go after it with less delay. Don't leave too much to the mere mailing of a statement.

The use of collection letters is to be recommended, beginning with the first time the debtor lets the account run past the date when he was expected to pay.

When They Ignore Bills.

A customer who has agreed to settle his account monthly fails to make settlement on receipt of bill. He may be so good that you feel satisfied to let the account run for 60 days, but if you do that, accompany the 60 days bill with a note reminding him that he agreed to pay at 30 days.

If the 60 days bill is simply a bill and nothing else, he is apt to remember that nothing happened when he neglected to pay at 30 days, and he feels no great hesitation at passing another pay day.

There will be some instances where a merchant ought to follow up the unpaid first bill with a reminder the middle of the month, calling attention to the promise to pay on the first of each month and making it clear that the store expects the promise to be kept.

There is considerable advantage in keeping before a customer the promises he has made. He cannot deny his promises and he will not attempt to say that he did not mean what he said when he made them. The more closely he is held to his promises the less effort he will make to avoid them.

(To be continued.)

Retail Bookkeeping

How do you keep books, Mr. Retail Meat Dealer?

You can't run a successful meat shop today without good bookkeeping any more than you can without scales!

Roy C. Lindquist's articles on book-keeping for retailers, which ran serially in *THE NATIONAL PROVISIONER*, have been reprinted in handy eight-page size. They are the best things ever written on this subject.

Subscribers may have a copy free. To others they are 25c each.

Fill out and return the following coupon.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me a copy of "Bookkeeping for Retail Meat Shops," by Roy C. Lindquist.

Name.....

Street.....

City.....

Price, 25c. Subscribers, 2c stamp.

NEWS OF THE RETAILERS.

A new meat market has been opened in Marion, Ky., by A. W. Jones.

The White Way Market in Huntsville, Mo., has been sold to W. Y. Terry.

A new meat market has been opened in London, Ky., by J. W. Taylor.

The meat market of W. D. Branch in Franklin, Nebr., was recently destroyed by fire.

Brueggman and Son have sold their Sanitary Meat Market in Huntington, Nebr., to Swanson Brothers.

William P. DeBoard has sold his meat business in Bradshaw, Nebr., to Mr. Croxen.

A new meat market has been opened in Crockett, Tex., by W. R. English.

L. P. Arburua has sold his meat market in Los Angeles, Calif., to J. J. Vincent.

A new meat market has been opened in Hume, Ill., by Erwin Winn.

John D. Bremer has sold his meat market in Pleasantville, Ia., to R. L. Dunbar.

G. W. Archer has sold his meat market in Davenport, Nebr., to G. W. Irwin.

Robert Sutton has sold his City Meat Market in Cotulla, Tex., to Boyd Youngblood.

A new meat market, known as the People's Market, has been opened on East Main street, Clinton, Ia., by H. E. Williams and J. W. Bates.

R. G. Bernard has disposed of his meat business in Goldendale, Wash., to A. J. Symes.

E. C. Holman has sold his interest in the Sanitary Market, Hood River, Ore., to his partner, R. C. Samuel.

Jas. B. Brooks and A. J. Brutzman have purchased the Charles Leeper meat business in Plummer, Ida.

George J. Long has opened a meat market in Soda Springs, Ida.

John W. Clouser has purchased an interest in the Central Meat Market in Gooding, Ida.

J. E. Leander has purchased the meat and grocery business of John Capps in Maywood, Calif.

Fred Scovill has been succeeded in the meat and grocery business in DeSota, Kans., by Harry H. Austin.

Baum, Barth & Co. have purchased the meat business of George Wacker & Son in Culbertson, Nebr.

J. F. Bernhart has purchased the Imperial Meat Market, Great Falls, Mont.

John Van Dyke has purchased the meat and grocery business of Cornelius H. Weessies in Kalamazoo, Mich.

W. F. Green has purchased the City Meat Market in Newberg, Ore., from G. W. Moore.

N. Fahnrich and E. P. Sherman have engaged in the meat business at 1020 Hawthorne, Portland, Ore.

B. J. Fay has opened a sausage store in Snohomish, Wash.

C. J. Johnson has purchased the C. O. D. Market in Palouse, Wash., from the Henry Behrens estate.

Kirk & Schoner have engaged in the meat business in Bothell, Wash.

Charles A. White has purchased the meat business of John Pickard in Gold Hill, Ore.

Bob Boylen has opened a meat market in Pilot Rock, Ore.

George J. Long has engaged in the meat business in Soda Springs, Ida.

The King Hill Market has been incorporated in Portland, Ore., with a capital of \$1,000, by Asa C. Lamb and others.

Gold's Cash Store has engaged in the meat and grocery business in Portland, Ore., with a capital of \$10,000.

The Lewiston Cooperative Assn. has opened its second meat and grocery store at 1626 Main street, Lewiston, Ida.

O. McAtee has sold out his meat and grocery business in Oakridge, Ore., to John Kelly.

NEW AUTOCAR TRUCK MODELS.

Additions to the line of Autocar motor trucks were announced at the two-day summer conference of that organization's branch managers at the factory at Ardmore, Pa.

The additions include trucks with the engine out in front, under a hood. President L. L. Woodward, in announcing this step, made it clear that the company will not reverse nor abandon the policy of the engine-under-the-seat design which it has followed for 18 years, and the great advantage of which is that it gives the truck a very short wheelbase and corresponding ease in handling in modern traffic.

The new models will be additions, not replacements. The company will continue to build, recommend, and sell trucks with the engine under the seat.

Another addition is a delivery car of conventional design and smart appearance. All additional models, the company states, will continue to be made entirely in the Autocar factory and will have the same 4-cylinder motor, the same transmission, and the same rear axle. The new types will be changed in appearance only.

The company next year will have its thirtieth anniversary, being one of the pioneers of the industry. In the early days of the industry the company originated many elements in motor vehicle design which have long since become standard practice.

clared. "Those kids are going to be good customers if you'll just listen to me."

"Start the conversation," said O'Toole.

"That's a grammar school over there, and most of the children range from 6 to 14 years old," began Dennis. "Many of them don't have time to go home for their lunches. Their mothers put them up anything that's leftover in the house."

Here Is A New One.

"My idea is for you to have a gas grill put in your shop. Serve wholesome Red Hots between a long roll and a dab of mustard for seasoning. Serve a hot roast beef sandwich. Don't bother with the gravy and plate; just a good slice of hot roast beef between two slices of fresh buttered bread. Throw in a flock of salt and pepper shakers, and you're equipped to do a rousin' lunch trade with the kids. And besides—"

"Not so fast, Dennis. But what you've just said is reasonable."

"And, besides, your whole trade is in and out all in an hour. It's a quick turnover for you, Michael, my boy. Hop to it, and don't forget you're doing the mothers a favor, and you may cop some extra trade because of it."

"What's that you're writin' in the order book?"

"Five chucks, five rounds—"

"Everything is 'five'?" asked O'Toole.

"No," replied Dennis, "I've got you down for six hind-saddies of veal. Good-bye."

Another story of Cassidy and O'Toole will appear in an early issue of THE NATIONAL PROVISIONER.

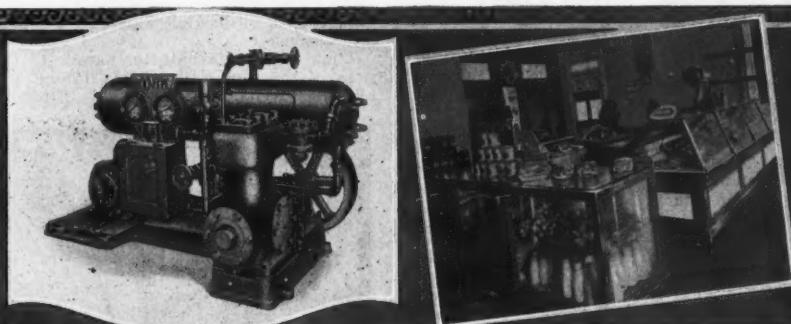
Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

"BARBECUED" LAMB.

Although called barbecued lamb, this recipe really is an excellent way to use up left-over roast lamb.

Cut cold roast lamb in thin slices and reheat in sauce made by melting 2 tablespoons of butter, and adding to it $\frac{3}{4}$ tablespoon vinegar, $\frac{1}{4}$ cup currant jelly, $\frac{1}{4}$ teaspoon French mustard, and salt and cayenne to taste.



ARE YOU SELLING YOUR SHARE?

York Mechanical Refrigeration will help you to do it.

According to estimates made by the United States Department of Agriculture, the total per capita consumption of all meats (beef, veal, mutton, lamb and pork) was 154.3 pounds during 1925.

Multiply the number of your custom-

ers by 154.3 and compare the result with your meat sales for last year.

What's the answer?

Write for further particulars on York Mechanical Refrigeration for the meat market, and how it will help you.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively

York, Penna.

New York Section

J. J. Wilke of Wilson & Company, Chicago, was a visitor to the city this week.

Dr. J. J. Hayes, of Armour and Company, has returned from his western trip.

W. P. Hemphill, secretary, Armour and Company, Chicago, was in New York this week.

Mr. King, of the William Davies Company, Montreal, Canada, was a visitor to the city this week.

E. A. Cudahy, Jr., president of the Cudahy Packing Company, Chicago, was in New York this week.

Leroy H. Fluckeger of the beef department, Swift & Company, New York, is spending his vacation at Kerhonkson, New York.

H. B. Van Name, of the fresh pork department of Wilson & Company, New York, is spending a vacation at Lyme, Conn.

Paul Flynn, of the 120 Broadway office of Armour and Company, has just returned from a vacation spent in the Catskill Mountains.

H. W. Jones, assistant sales manager of Joseph Stern & Sons and the New York Butchers Dressed Meat Company, is back from his vacation.

John J. Webb, assistant superintendent of Joseph Stern & Sons and the New York Butchers Dressed Meat Company, started a two weeks vacation last Saturday. He will probably spend the time duck shooting on Long Island.

Rosetta Van Gelder, the pretty daughter of Mr. and Mrs. David Van Gelder, who has been devoting the summer to study, has been prevailed upon to take a short rest. She is stopping at the New Traymore in Far Rockaway, L. I.

Rosa DiMatteo, the youngest daughter of Mr. and Mrs. A. DiMatteo, had a birthday on August 25th. In order to fittingly celebrate her seven years Rosa surprised her parents by inviting a number of playmates to participate in the festivities.

Miss M. E. Merrins of the district office of Wilson & Company returned from a vacation spent in the West, visiting Indiana, Kentucky and Chicago. In the latter city Miss Merrins visited the home office of the company, which visit was greatly enjoyed by her.

The Schuylkill County fair, which is to be held at Cresson, Pa., promises to be larger and more attractive this year than ever before. There will be the usual attractions with exhibitions of prize cattle and a large exhibition room. In the latter the New York Butchers' Supply Company will have two booths. President Robert W. Neuburger will be on hand to welcome friends.

Fourteen of the more intimate friends of Miss M. V. Leonard of Wilson & Company's district office tendered her a surprise kitchen shower on August 25th at the Venetian Gardens on West 52nd Street. Miss Leonard was the recipient of many beautiful gifts and the surprise was complete. She will be married on September 25th to J. E. Farrell, who was at one time also in the Wilson organization.

NEW YORK WELCOMES "TRUDY."

A welcome unparalleled in the history of New York was given Gertrude Ederle last week when she landed in the city after herfeat of being the first woman to swim the English Channel. When "Trudy" and "Pop," her ever-present and beaming father, who is one of New York's leading meat dealers, came down off the gang plank, they were met by "Mom" and the rest of the Ederle family, as well as by nearly everyone else in the city.

A delegation of meat dealers, headed by George Kramer, president of Ye Olde New York branch, National Association of Retail Meat Dealers, chartered a boat, bearing a big sign, "Butchers' Special," and was on



FIRST WOMAN TO SWIM CHANNEL
Sturdy Gertrude Ederle, daughter of a New York pork butcher, whose strength and stamina she attributes to the fact that she is a heavy meat eater.

hand to help welcome "Trudy" and "Pop," and to pay their respects to the sturdy butcher's daughter who made history in such large chunks in the chill waters of the English Channel.

Then followed a monster parade to the steps of the City Hall, where "Trudy" was officially welcomed by Mayor "Jimmie"



"MOM" WELCOMES "TRUDY" AND "POP."
"Mom" Ederle, shown here with her famous daughter and husband, was the first to greet them when they landed from the SS Berengaria.

Walker himself, and then to her home in the West Side block which was all decorated and draped in flags in honor of her home-coming. No such excitement had been seen in New York in years.

And shortly afterwards came the crowning touch of all, when "Trudy" was presented with the new red roadster "Pop" had promised her if she were successful in her channel swim. Trudy had been dreaming of this car ever since she walked ashore at Dover at the completion of her swim.

Later on "Trudy" was the guest of honor at a big banquet, where Mayor Walker and numerous other people said innumerable nice things about her. And a few nights later her neighbors gave her a "street party" on Amsterdam avenue, where she lives, which was attended by as many perspiring hundreds of people as could jam their way into the crowded street.

"Trudy" is the city's favorite, but in spite of the homage she receives she remains simple and unspoiled. She declares her unusual strength and stamina result from eating plenty of meat. She eats it three times a day, and, although "Pop" is a pork butcher, her favorite meat is a thick, juicy steak, medium done.

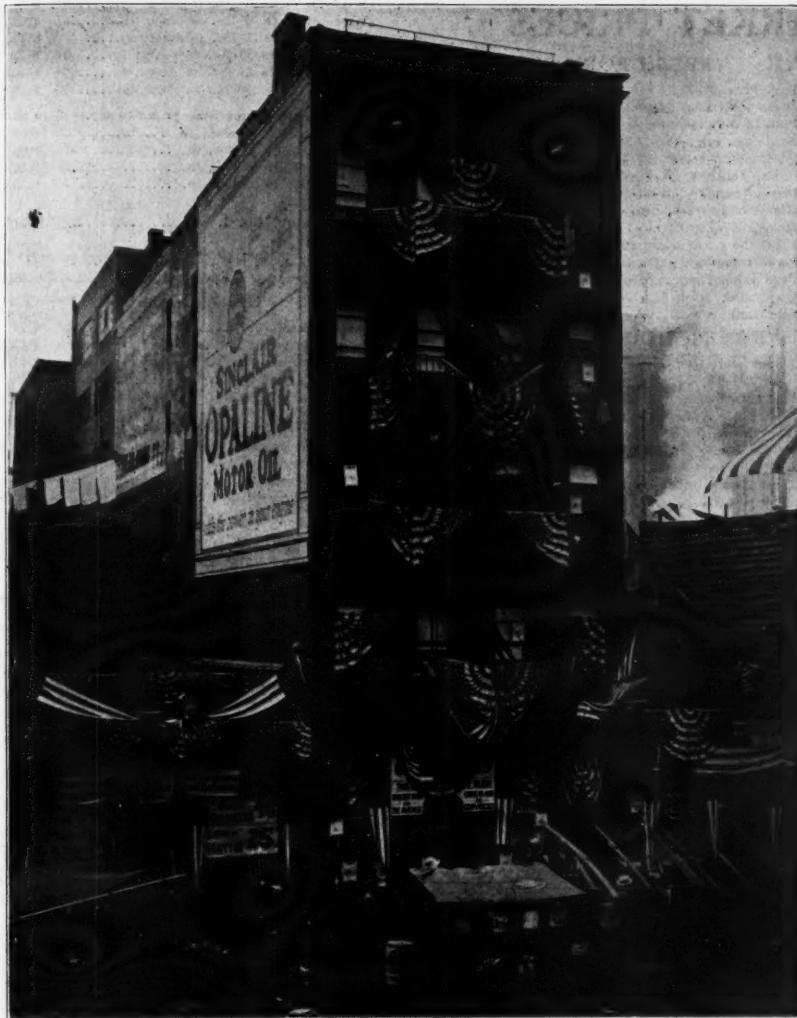
Among the Master Butchers

Brooklyn Branch, New York State Association of Retail Meat Dealers, have completed the arrangements for the celebration of the 25th anniversary of the Sunday Closing Law. This will take the form of a bus ride and dinner at Schaffer's Park, Amityville, L. I., on Sunday, September 19th. The charge for bus and dinner is \$4.00 per person. Those who want to go in their own cars can secure tickets for the dinner, which will be \$2.50.

The Bronx Branch of the New York State Association of Retail Meat Dealers held a meeting on Wednesday evening of this week. This Branch has formed a bowling club, which is to be known as the Bronx Butchers Bowling Club. William Edelhauser, an active member of the branch, is the captain. And it has been decided that the Bronx Branch will run their own annual entertainment this year in their home town. Plans are progressing to the extent that the date of December 12th has been selected. The affair will be a dinner dance on Sunday, 6:30 P. M. at Ebling's Casino. Fred Hirsch is chairman of the arrangements committee.

In connection with the livestock exhibition which is to be held at the sesquicentennial in Philadelphia from September 12 to 19, the State Association of Retail Meat Dealers is contemplating a two days' trip during that week if the plan meets with approval. As there will be a display of prize cattle and other things of interest to meat men, State President George Kramer thought it would be a good opportunity to have the retailers in Greater New York see them and at the same time visit the Sesquicentennial.

An open meeting for the retailers of the Bronx and Manhattan is scheduled for September 22 in the Lincoln Room of the Free Son Building at 3109 Broadway near 124th Street. The meeting is held for health talks by Lewis I. Harris, Commissioner of Health and others. The Commissioner will speak on health and various other topics. David Van Gelder has issued a challenge to a debate on the question of "Why the grading of meats should not be applied in general to all stores." The chal-



"TRUDY'S" HOME DECORATED FOR HER HOME-COMING.

This shows the place where Gertrude Ederle, world's swimming champion, was born and raised, and where she and her family still live. It is typical of most of the streets on New York's West Side, where friendliness and good neighbors count more than fine appearances. The building and the entire neighborhood were lavishly decorated, as shown, by "Trudy's" neighbors, who wanted to show their love and admiration for her.

lence is to all comers, wholesalers, retailers or packers; Mr. Van Gelder to take the affirmative side of the debate. On the same evening the board of directors of the State Association will have a round-table dinner and talk at a restaurant, adjacent to the Free Son Building, of which the members will receive a notice.

In a report filed in the Manhattan Supreme Court this week by referee Enos S. Smith he recommends that Attorney I. Gainsburg be permitted to enter judgment for \$231,015 in favor of his client, Samuel Droschnicop, who brought suit more than two years ago against Sindicate

H.C. BOHACK CO.
Inc.

Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

Main Office:
Metropolitan and Flushing Aves.
BROOKLYN, N. Y.



Orientale Di Commercio and the Mundus Societa Italiano Di Commercio. Droschnicop, who is an officer of the Droschen Company, well-known casings concern of Brooklyn, was engaged in a joint venture with these two foreign banking houses to furnish food to starving Russians. Two years ago he filed suit for an accounting.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 28, 1926: Meat—Brooklyn, 3 lbs.; Manhattan, 5,277 lbs.; Bronx, 7 lbs.; Queens, 21 lbs. Total 5,308 lbs. Fish—Brooklyn, 20 lbs.; Manhattan, 33 lbs.; Queens, 1 lb. Total, 54 lbs. Poultry and Game—Manhattan, 280 lbs.

MR. RETAILER: Something wrong in the shop? Write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

The Last Word in Electric Meat Grinders

New type of cylinder — never seen before. Saves one-third of cost for current. Grinds faster and better. Easier to clean. Will never break.



Send for literature.
B. C. HOLWICK, Canton, O.

For Sausage Makers

BELL'S
Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write
THE WM. G. BELL CO.
BOSTON MASS.

When Buying Chucks

your customer wants to receive them in the same condition as they leave your plant. Cover them with our Stockinette covering to assure satisfaction. Details and prices furnished upon request.

FRED C. CAHN
305 W. Adams St., CHICAGO
Selling Agent,
The Adler Underwear &
Hosiery Mfg. Co.

September 4, 1926.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$8.50@ 9.50
Cows, cutters	2.75@ 4.75
Bulls	5.75@ 6.25

LIVE CALVES.

Calves, bulk	\$13.00@16.00
Calves, culs, per 100 lbs.	9.50@10.00

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$15.00@15.75
Ewes, best mature	6.50@ 7.00

LIVE HOGS.

Hogs, heavy	12.25@12.75
Hogs, medium	14.00@14.12 1/2
Hogs, 160 lbs.	14.75@15.00
Hogs, 140 lbs.	14.75@15.00
Pigs, under 80 lbs.	15.25@15.50
Roughs	9.50@10.00
Good Roughs	10.00@10.25

DRESSED HOGS.

Hogs, heavy	@21
Hogs, 180 lbs.	@21 1/2
Hogs, 160 lbs.	@22
Pigs, 80 lbs.	@22 1/2
Pigs, under 140 lbs.	@22 1/2

DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy	18 @19
Choice, native, light	18 1/2@20
Native, common to fair	16 1/2@18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	18 @19
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	12 @14
Good to choice heifers	16 @17
Good to choice cows	12 1/2@13 1/2
Common to fair cows	11 @12
Fresh bologna bulls	10 1/2@12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	23 @24
No. 2 ribs	18 @20	20 @22
No. 3 ribs	16 @16	18 @19
No. 1 loins	29 @30	28 @30
No. 2 loins	25 @27	25 @27
No. 3 loins	22 @24	23 @24
No. 1 hinds and ribs	21 @23	22 @25
No. 2 hinds and ribs	19 @20	20 @21 1/2
No. 3 hinds and ribs	16 @17	18 @19 1/2
No. 1 rounds	18 @18	17 @18
No. 2 rounds	16 @16	16 @16
No. 3 rounds	14 @14	15 @15
No. 1 chuck	12 @13	13 @14
No. 2 chuck	11 @12	12 @13
No. 3 chuck	10 @10	11 @11 1/2
Bolognas	6 @6	11 1/2@12 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	.25 @27
Choice	.23 @24
Good	.18 @20
Medium	.15 @17

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	.28 @29
Good lambs	.26 @27
Lambs, poor grade	.22 @24
Sheep, choice	.15 @17
Sheep, medium to good	.14 @15
Sheep, culs	.12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.32 @33
Hams, 10@12 lbs. avg.	.31 @32
Hams, 12@14 lbs. avg.	.30 @31
Picnics, 6@8 lbs. avg.	.22 @22 1/2
Picnics, 6@8 lbs. avg.	.19 @20
Rolettes, 6@8 lbs. avg.	.22 @23
Beef tongue, light	.25 @27
Beef tongue, heavy	.28 @30
Bacon, boneless, Western	.33 @33
Bacon, boneless, city	.29 @30
Pickled bellies, 10@12 lbs. avg.	.28 @24

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	.28 @30
Pork tenderloins, fresh	.45 @50
Pork tenderloins, frozen	.35 @40
Shoulders, city, 10@12 lbs. avg.	.21 @22
Shoulders, Western, 10@12 lbs. avg.	.20 @21
Butts, boneless, Western	.31 @32
Butts, regular, Western	.25 @26
Hams, city, fresh, 6@10 lbs. avg.	.31 @32
Hams, Western, fresh, 10@12 lbs. avg.	.29 @30
Picnic hams, Western, fresh, 6@8 lbs. avg.	.19 @20
Pork trimmings, extra lean	.25 @26
Pork trimmings, regular 50% lean	.11 @12
Spare ribs, fresh	.15 @16
Lard, lard, raw	.16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.	.95@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.	.75@100.00
Black hoofs, per ton	.45@50.00
Striped hoofs, per ton	.45@50.00
White hoofs, per ton	.85@50.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	.100@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	.300@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	.250@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	.200@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	.28@	a pound
Fresh steer tongues, l. c. trim'd	.38@	a pound
Sweetbreads, beef	.65@	a pound
Sweetbreads, veal	.10@	a pair
Beef kidneys	.15@	a pound
Mutton kidneys	.8@	each
Livers, beef	.18@	a pound
Oxtails	.11@	a pound
Hearts, beef	.10@	a pound
Beef hanging tenders	.20@	a pound
Lamb fries	.10@	a pair

BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 6
Cond. suet	@ 4 1/2
Bones	@ 20

SPICES.

	Whole.	Ground.
Pepper, white	35	38
Pepper, black	24	27
Pepper, Cayenne	12	19
Pepper, red	21	21
Allspice	17	20
Cinnamon	13	16
Coriander	5	8
Cloves	25	30
Ginger	19	19
Mace	1.15	1.25
Nutmeg	48	48

GREEN CALFSKINS.

	Kip.	H kip.
5-9 9 1/2-12 1/2 12 1/4-14	18	18 up
Prime No. 1 Veals.	2.00	2.05
Prime No. 2 Veals.	1.80	1.80
Buttermilk No. 1.	1.65	1.70
Buttermilk No. 2.	1.45	1.45
Branded grabby	1.05	1.05
Number 3.....	1.25	1.25
	At Value	

CURING MATERIALS.

	Dbl.	Bags
In lots of less than 25 bbls.	per lb.	
Double refined saltpetre, granulated	.64c	.64c
Double refined saltpetre, small crystal	.74c	.74c
Double refined large crystal saltpetre	.84c	.84c
Double refined nitrate soda, granulated	.44c	.44c
In 25 barrel lots		
Double refined saltpetre, granulated	.64c	.64c
Double refined saltpetre, small crystal	.74c	.74c
Double refined saltpetre, large crystal	.84c	.84c
Double refined nitrate soda, granulated	.44c	.44c
Carload lots:		
Double refined saltpetre, granulated	.6c	.57c
Double refined nitrate soda, granulated	.34c	.34c

DRESSED POULTRY.

Chickens—fresh—dry packed	—12 to box—poor to good:
Western, 48 to 54 lbs. to dozen, lb.	.32 @33
Western, 43 to 47 lbs. to dozen, lb.	.30 @31
Western, 36 to 42 lbs. to dozen, lb.	.29 @30
Western, 31 to 35 lbs. to dozen, lb.	.28 @29
Western, 25 to 30 lbs. to dozen, lb.	.28 @30
Western, 21 to 24 lbs. to dozen, lb.	.30 @33
Western, 17 to 20 lbs. to dozen, lb.	.31 @34
Chickens—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 48 to 54 lbs. to dozen, lb.	.34 @36

Chickens—fresh—dry pkd.—prime to fcy.—12 to box:

Western, 43 to 47 lbs. to dozen, lb.	.32 @34
Western, 36 to 42 lbs. to dozen, lb.	.31 @32
Western, 31 to 35 lbs. to dozen, lb.	.30 @31
Western, 25 to 30 lbs. to dozen, lb.	.31 @32
Western, 17 to 20 lbs. to dozen, lb.	.35 @38

Chickens—fresh—dry packed—prime to fcy.—12 to box:

Western, 60 to 65 lbs. lb.

Western, 55 to 59 lbs. lb.

Western, 48 to 52 lbs. lb.

Western, 30 to 35 lbs. lb.

Western, 17 to 20 lbs. to dozen, lb.

Western, 12 to 15 lbs. to dozen, lb.

Western, 10 to 12 lbs. to dozen, lb.

Western, 8 to 10 lbs. to dozen, lb.

Western, 6 to 8 lbs. to dozen, lb.

Western, 4 to 6 lbs. to dozen, lb.

Western, 2 to 4 lbs. to dozen, lb.

Western, 1 to 2 lbs. to dozen, lb.

Western, 1 to 1 1/2 lbs. to dozen, lb.

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